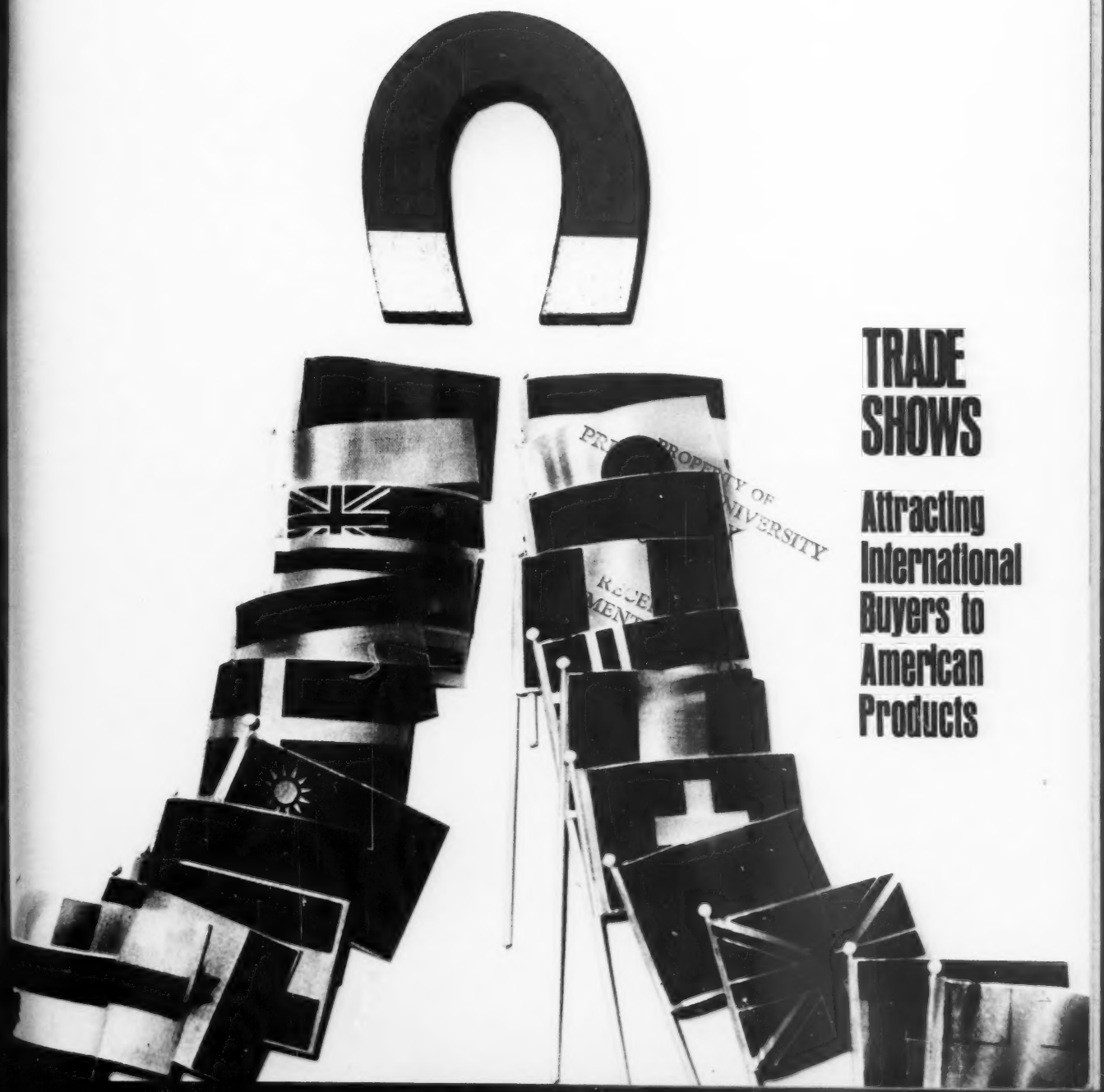
Commerce Today

DECEMBER 22, 1975



TRADE SHOWS

Attracting International Buyers to American Products

FROM THE SECRETARY

A Name Change Ushers In 1976

In the spirit of the 1976 American Bicentennial, the Department of Commerce is renaming this magazine *Commerce America.* As announced on the back cover of this the last issue of *Commerce Today,* the change will be effective with our next issue, January 5, 1976.

Regular readers may have noticed in recent months the changes made in the style of covers. This was the initial effort to upgrade the exterior of the magazine. Now additional graphics will be used inside the magazine to produce a more attractive publication.

Since this magazine was inaugurated in October 1970, it has been the official voice of the Department of Commerce, providing what we sincerely hope has been a very useful service to the nation's business community. However, it is fully realized that no matter how important the information contained in any publication, unless it is presented in an attractive package, it may not catch the eye of the very reader to whom it is directed.

In the days to come, editors and staff will be plumbing even deeper for stories of governmental actions affecting the existence and daily operations of American business. Recognizing the limited reading time of today's busy executive, the magazine will continually endeavor to provide material in as concise and readable a manner as its editors can make it, without puffery for the Department and of direct practical use to its many readers here and abroad.

I invite each and every reader to give *Commerce America* new attention. Let us know how you think we are hitting the mark or, if we are not, how we might improve the magazine further in order to perform the best service for readers. It will assist greatly in planning future issues of *Commerce America* to have your response to the new magazine.

In launching *Commerce Today* little more than five years ago, prospective readers were informed that "We regard *Commerce Today* as an exciting step in our continuing effort to improve communications with all of those we seek to serve—in business, commerce, science, education, the press and elsewhere. . . . Until now the Department has not had a single publication to give the general public, the business world or the scientific community a panoramic view, across the board, of what is being done and what is coming from all of the 20 different agencies in international trade, economic developments, technology and the business services."

It is the Department's hope that with *Commerce America* we will produce a more exciting publication to serve even better the interests of American business and industrial readers.

Rogers C B Morton

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COVER: *The 1976 version of an annual service feature of this magazine—the listing of trade fair and other international commercial exhibitions of interest to U.S. companies—forms a 14-page section of this issue, beginning on page 21.*

U.S. DEPARTMENT OF COMMERCE

ROGERS C. B. MORTON
Secretary

JAMES A. BAKER, III
Under Secretary

WILLIAM F. RHATICAN
Assistant to the Secretary and Director of Communications

RICHARD BALENTINE
Editor

CLARENCE M. ZENS
Associate Editor, International Commerce

ARTHUR McDERMOTT
Associate Editor, Domestic Business

WYATT G. BROWN
Graphics Coordinator

Staff Writers: *Douglas F. Carroll, Felix Cotten, Margaret L. Hanson, Leslie Wilder.*

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Upturn In Business Capital Expenditures Will Support Economic Recovery In 1976

Economic Highlights is prepared by James L. Pate, Assistant Secretary of Commerce for Economic Affairs.

Business expenditures for new plant and equipment are now recovering after their sharp drop in the first half of 1975. Based on a Commerce Department survey of business plans, the prospective gain through the second quarter of 1976 is quite modest. It is sufficient to provide support for other elements in the recovery, but not enough to add a sharp upward thrust. It should be noted that some revision in these plans is always possible. Furthermore, the generally strong cash flow position of corporations indicates that capital spending could play a stronger role in the recovery in the last half of 1976.

From the third quarter of this year—the starting point of the capital investment upturn—to the second quarter of next year, outlays for new plant and equipment in dollar terms are expected to increase at an annual rate of about 10½ percent. But the growth in real terms will of course depend on the rate of inflation in capital goods costs.

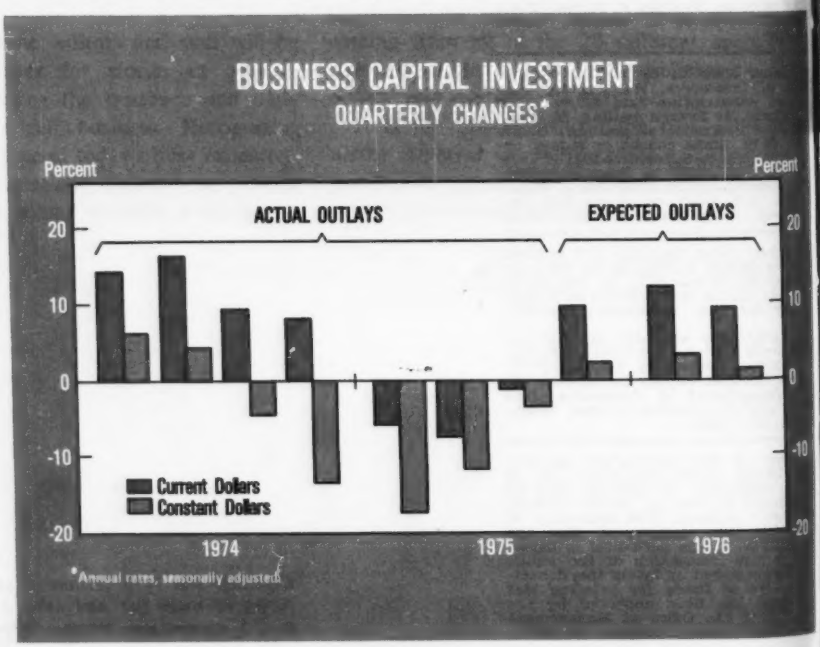
The best available measure of costs is the GNP deflator for business fixed investment. In the third quarter of this year, this deflator rose at an annual rate of only 2.3 percent. This rate was exceptionally low, largely because of special factors, and therefore a marked acceleration appears certain; the question is, how much acceleration? The business people who responded to a private survey of capital spending plans were expecting a price rise in capital goods of about 9 percent next year. In view of the high rates of inflation in 1974, however, business executives could be making a generous allowance for inflation. Wholesale prices of machinery were rising at an annual rate of 9.5 percent in the three months ending with November, but the increase in the important manufacturing machinery sector was moderately below this level.

On the side of labor costs, hourly compensation in manufacturing rose at an annual rate of 8 percent in the third quarter, but an exceptionally large rise in productivity offset all of this increase. Productivity gains are expected to slacken, but nevertheless to remain well above their long-run average for the next year at least, offsetting much of the effect of rising compensation on labor costs per unit of output.

All of this evidence, and the clear prospect of continued economic slack in the first half of next year, suggests that inflation in capital goods from the third quarter of this year to the second quarter of 1976 is likely to be in the range of 7 to 8 percent at an annual rate, leaving a real gain in capital outlays of about 2 to 3 percent. A rise of this size would be somewhat less than the real increase at the same stage in any of the past four recoveries. The smallest previous increases were 3.7 percent in 1971 and 3.8 percent in 1954-55.

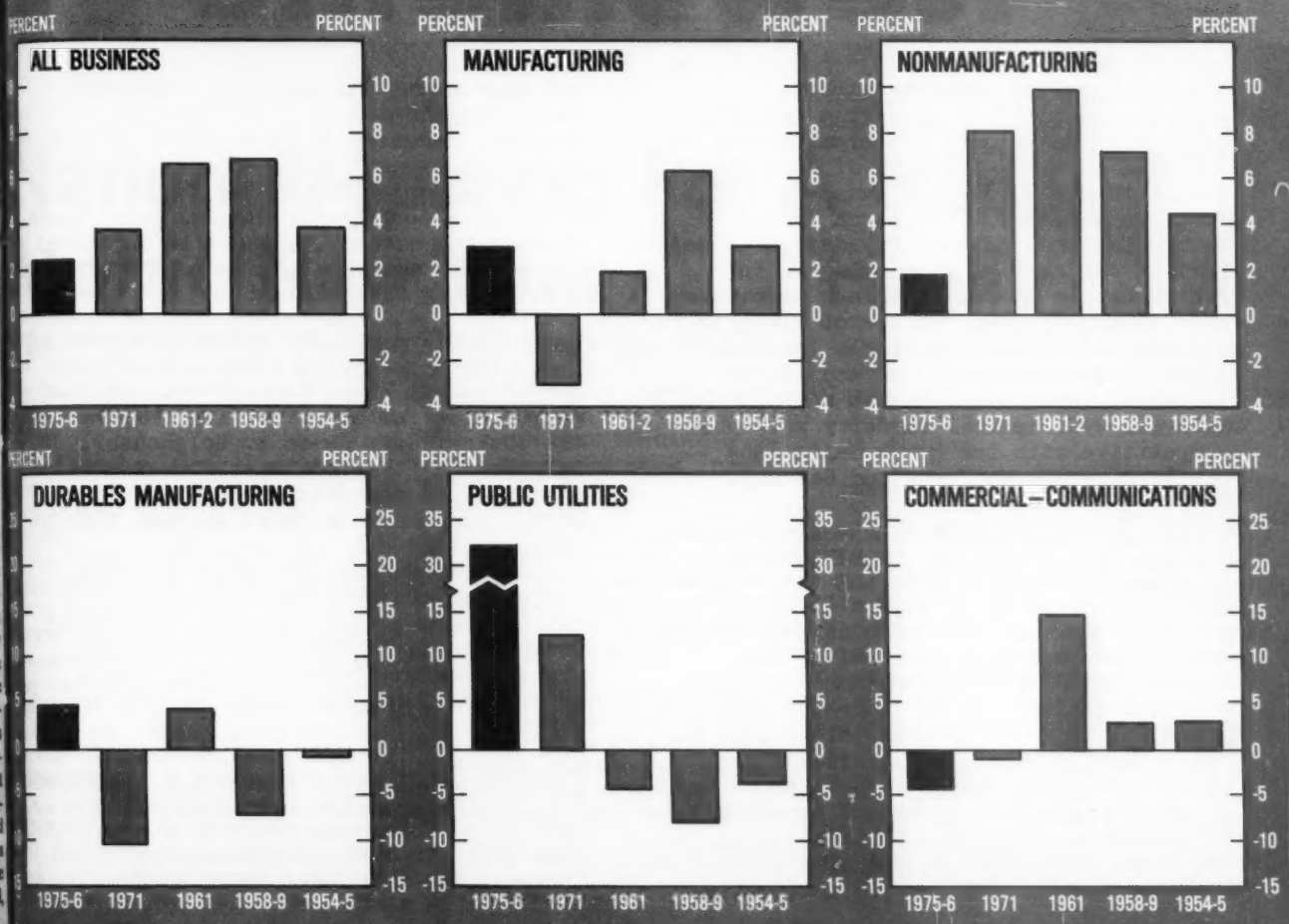
The major reason for the comparatively slow gain in this upturn is weakness in the commercial sector. The data on commercial investment expectations are somewhat unclear. They are available only through the first quarter of next year and are combined with expectations in the communications industry (actual outlays, however, are shown separately). Since capital expenditures in the commercial field are normally twice as large as those in communications, they largely dominate the trend. The percentage increase in dollar capital outlays expected through the first quarter of next year in the commercial-communications combination is only about one-third of its average rise in the past four economic recoveries. Since the commercial and communications industries over the years have accounted for close to one-third of total business outlays for new plant and equipment. The remaining weakness reflects trend of total expenditures.

Changes in commercial outlays normally follow those in residential activity, because of the necessarily close connection between home building and store construction. The record-setting drop in housing starts from early 1973 to early 1975 and a decline in the real volume of retail trade accounts for most of the current weakness in commercial investment. The remaining weakness reflects a heavy overbuilding of office space during the boom. Commercial investment outlays were cut back by 10 percent between the third quarters of 1974 and 1975. Until residential building makes a substantial recovery, and until the present surplus of office space is reduced,



EXPECTED GAINS IN CAPITAL SPENDING COMPARED WITH PAST RECOVERIES[1]

(Percent Change in Constant Dollars)[2]



1/ Changes shown are measured from the first quarter of each business cycle recovery. These were as follows: 1975, third quarter; 1971, first; 1961, second; 1958 and 1954, third. The time spans are three quarters in the upper row of charts, and two quarters in the lower row.

2/ The GNP deflator for nonresidential fixed investment has been used in all conversions to constant dollars. For deflating expected capital outlays in 1975-6 the deflator has been estimated. See text. Percentages are annual rates, seasonally adjusted.

only small increases are likely in commercial capital expenditures.

Sharply declining capital expenditures by the airlines are also contributing to the general weakness, although these outlays are only a minor fraction of the total. Both passenger and freight traffic have fallen off this year. Declining investment by the airlines, in turn, is partly reflected in a cutback of planned capital outlays by the aerospace manufacturing industry.

Partly offsetting these weaknesses are exceptionally sharp gains in planned capital outlays by public utilities. The dollar increase in public utility outlays accounts for nearly two-thirds of the total $6 billion rise in planned business capital expenditures from the third quarter of this year to the first quarter of next year (detailed second-quarter data are not yet available). The increase in real terms is roughly twice as great as the rise at this stage in the 1971 recovery, and in the preceding three recoveries these outlays declined somewhat. The unusual strength in this recovery is partly a reaction to cutbacks in expenditures during the first half of 1975, after the utilities' profits had been severely squeezed between the sudden escalation of fuel costs in 1974 and the deliberate pace of the rate-setting process. At that time, many capital projects had to be cancelled or postponed. Now, however, the rise in fuel costs has moderated, rate increases are catching up, and demand for electricity is accelerating with the economic recovery; as a result, new investment in generating capacity is also picking up rapidly.

In manufacturing, where data on planned capital spending are available through the second quarter of next year, the expected increase from this year's third quarter is in line with the past four recoveries. Measured in real terms, the rise is expected to be about 3 percent at an annual rate—somewhat better than the average, although only about half of the peak rate of increase in 1958-59.

If actual outlays in the first half of next year should differ from those now planned, the revision is likely to be upward. The trend in business capital expenditures is significantly related to changes in cash flow. The increase in cash flow from the second to the third quarters this year was substantially larger than in any of the past recoveries. The increase in cash probably will not help the commercial sector, but it could lead to further strengthening in manufacturing and utilities.

Newsmemo

The U.S. optical industry expects competitive benefits through a new lens production technique. The breakthrough is reported by the University of Rochester's Institute of Optics, and Bausch & Lomb, Inc., as a result of research funded by the National Science Foundation. A major part of the cost of lensmaking is in finishing the surface. The new technique will replace a large number of elements in a compound lens with a single lens, thus reducing the number of surfaces to be finished. The resulting cost savings should make the U.S. optical industry more cost competitive with the other major lens suppliers, such as Japan and Germany.

Modern technology gave unintended help to our graffiti freaks and is now taking it away. The cost of removing the work of the defacers is up to $600 million per year. Some cities, such as New York and Philadelphia, have even tried to ban aerosol paint, a principal new instrument so adaptable to this nuisance use. The paint industry has opposed this approach. Now Philadelphia has purchased a fleet of 438 new buses coated with interior and exterior urethane finish that can defeat the defacers. These are believed to be the first urban transit vehicles to be produced with graffiti-resistant coating.

Total national ad expenditures for 1975 are expected to increase by 6 percent over 1974 levels. The gain will largely be the result of higher media rates for space and time. TV is expected to register the largest gain, up about 9 percent for the year. Newspapers are expected to increase their revenue only modestly, and actual ad linage will decline. Many national magazines have had severe page cutbacks this year, without offsetting rate increases. Only a few expect the fourth quarter economic upswing to improve their volume. Outdoor, sports and metropolitan magazines are the exceptions to the downtrend.

The celebrated romance between the American consumer and frozen foods hit the rocks this year, but it may be back in smoother waters. During the first half of 1975, frozen foods slumped the most of any supermarket category as customers resisted price rises. For the first time in more than 25 years, frozen foods will not show a quantity gain this year over last. Despite the poor performance, however, industry sources report recent sales improvement which should carry into the foreseeable future. The first industry-wide promotion emphasizing taste, quality and economy, along with a renewed optimism in economic recovery, are credited with helping this rebound.

North Carolina has now joined the roll of U.S. states that have permanent offices in Europe. It chose Duesseldorf, Germany, as the site for this facility. Explaining the choice, Gov. James E. Holshouser, Jr., referred to "the local assistance that was given in selecting appropriate office space and the warm welcome that we have received not only from the business community, but from the city officials." The Duesseldorf office will represent North Carolina throughout Europe in its promotions for industrial plant location, joint ventures, trade development, tourism expansion and use of ports.

Minority-owned banks in the U.S. increased from 57 to 71 in the year that ended last June. This compares with a total of 31 such banks in 1969. Deposits have increased in the 1969-75 period from about $400 million to $1.3 billion. Of the 71 banks, 43 are owned by black or multi-racial groups, with deposits of $663 million; 25 by Spanish-Americans, with deposits of $619 million; two by American Indians and one by Chinese-Americans.

Black college enrollment has approached parity with white enrollment in the past ten years. But there is still a lag among the blacks in the upper classes in college. In the freshman year, blacks accounted for about 12 percent of all U.S. students last year—about the same as the overall black proportion in the population. But among college seniors they made up about 7 percent of the total. Four years earlier, they made up 9 and 5 percent of these classes, respectively, not a significant difference. Dropout rates have been substantial for all groups, black, white, male and female. In 1974 there were twice as many freshmen as seniors; among blacks three times as many freshmen as seniors.

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December 22, 1975
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Nation Preparing For A Happy Metric New Year . . . . Finally

One hundred and eighty-five years after it was formulated and Thomas Jefferson recommended its adoption, the United States is officially adopting the metric system.

On December 11, the House of Representatives passed a metric bill which had been adopted earlier in the week by the Senate.

The legislation was forwarded to the White House, where the President is expected to sign it into law.

"The bill is quite similar to legislation proposed earlier by the Commerce Department and reflects Administration thinking," said David B. Chang, Deputy Assistant Secretary for Science and Technology. "It has no compulsory features and the changeover time is open-ended."

An open-ended time period was preferred in order to allow the 17-member U.S. Metric Board created by the bill to work with each economic sector individually to plan the best schedule for that sector.

The bill also requires the Metric Board to examine any unresolved problems, such as the impact on workers or small businesses. The Board would then make appropriate recommendations to the President and the Congress.

The legislation also allows for the development of a rational plan for metric changeover without compulsory features that would cause individuals to "put their backs up." In this way, metric will come as the various sectors of economy are ready for it—and not before.

It's already here

In fact, metric already has come to many sectors of American life over the past several years. But it has been a disjointed and uncoordinated process—a situation the new legislation hopes to remedy.

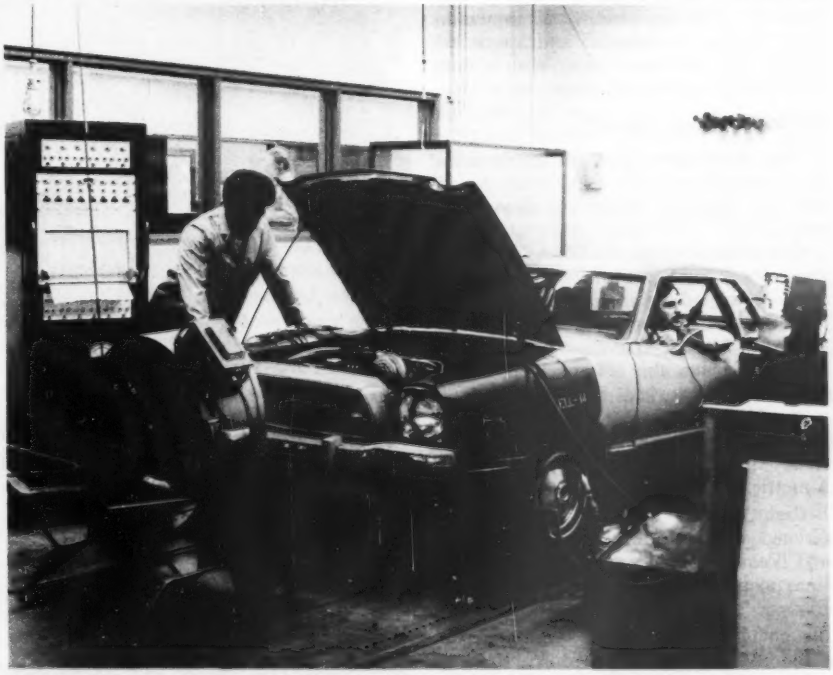
In the industrial area, for example, some of the largest and most prominent corporations have announced plans to convert their operations to metric dimensions. Thirty-seven in all have undertaken metric changeover, including four of the nation's ten largest firms. The total sales of these companies is in excess of $130 billion. A sampling includes: Caterpillar Tractor, Chrysler, Ford, General Motors, IBM, International Harvester, Minnesota Mining and Manufacturing, Travelers Insurance, and Xerox.

One interesting shift has been noticed recently among firms going metric. Whereas previously it was mostly manufacturing companies that adopted metric, now some of the largest retailers are getting on the bandwagon. Sears, Roebuck and Montgomery Ward are notable leaders in this category.

The nation's educational establishment has perceived the trend to metric and schools across the country are beginning to introduce metric into mathematics and science curricula. In Maryland, for example, the State School Board has adopted a resolution calling for school instruction to be totally metric by 1980. The State Department of Education has developed a plan and timetable aimed at achieving this objective.

The Education Amendments of 1974 authorized a metric education program to be managed by the U.S. Office of Education. This Office recently received a $2 million appropriation and is beginning to support model and demonstration projects in school systems throughout the country.

All 50 states have some type of metric education activity under way, Chang reports. Just five months ago, only 40 states were involved. These activities include teacher workshops, educational television programs, and the specification of metric as the primary measurement language in new textbook purchases. In 31 states metric education activity has been rein-



READY TO GO—*A 1975 Ford Mustang II equipped with a 2.3 liter, metric engine undergoes emission testing at the Ford Motor Company's Emission Test Laboratory in Dearborn.*

forced by either legislation or state school board action.

A total of 13 states have erected some metric road signs; Georgia, Maine and California have established state metric conversion commissions; California's Division of Oil and Gas has switched to using only metric units; Pennsylvania cooperated with the Sun Oil Company in a pilot test to sell gasoline by the liter, and bills to coordinate metric conversion have been introduced into 18 state legislatures.

On the federal level, various agencies have taken steps to meet immediate needs—in the absence of national policy. The Commerce Department maintains a Metric Information Office within the National Bureau of Standards. Since April, the office has answered 20,000 letter and 1,000 telephone requests for metric information.

Last June the Department of Defense issued a policy statement that it would use metric when feasible, practical and efficient. The Treasury Department, at the request of industry, has held hearings on new regulations that would specify metric-sized bottles for distilled spirits.

Other federal agencies which have initiated some metric activity—ranging from forming committees to using metric publications and signs—include the Department of Interior, Federal Highway Administration, Federal Housing Administration, Department of Health, Education and Welfare, National Weather Service, Maritime Administration, Forest Service. National Park Service, Agriculture Department, Patent and Trademark Office, Environmental Protection Agency and Federal Communications Commission. The National Aeronautics and Space Administration has been using metric units extensively for several years.

Why the sudden spurt?

Why this sudden flurry of metric activity, especially after so many years of debate and inaction? What has turned the tide?

One major reason, in Chang's view, is the adoption of the metric system by every major industrial nation in the world. All of the other English-speaking nations, for example, have converted or are in the process. Canada, this nation's biggest trading partner, has just begun its changeover. The United Kingdom, which decided to switch in 1965, is well on the road. Australia is proceeding smoothly on a metric course.

Right now the United States finds itself isolated, with only Brunei, Burma, Liberia and Yemen as the other non-metric nations in the world.

Thus, the United States is beginning the changeover process very late in the game. And some obvious difficulties can result from playing this kind of catch-up ball. But, in another sense, the delay may be a salutary one for the United States. It has the oportunity to benefit from the experiences of other nations who have already completed (or are well along with) the transition.

In this connection, Chang says the examples of Japan and Britain—two of our largest trading partners—are of some interest. Each approached metric in its own way and at its own pace.

Japan actually began converting to metric many years before it assumed its present position among the leaders of the world's industrial powers. In all, it took Japan 40 years along a zigzag course to reach the final goal.

During that 40-year period—interrupted by a depression and World War II—Japan used three officially recognized measurement systems . . . metric, English and its own traditional one. In 1921, the use of the metric system was extended and it was introduced into the schools. Plans were made for conversion to metric over a ten-year period.

In 1938, however, a new law restored the traditional system to an equal footing with metric and postponed the final metric conversion. During the occupation, American units came into widespread use. Another law in 1951 again affirmed Japan's intention to go metric, and this changeover was essentially completed in the early 1960s.

What can the United States learn from Japan's experience? It appears that the teaching of metric units in Japanese schools was a great help in the final metric changeover. But it also appears upon reflection that it was not enough. Probably some of the reason for Japan's seesaw progress toward metrication can be laid to the absence of a strong promotional campaign in the initial stages. One of Japan's leading scientists feels that was a factor in the 40-year delay.

Dr. Mitsuo Tamano, Director of Japan's National Research Laboratory of Metrology, explained it this way: "From the earlier, bitter experiences, we felt the need of a strong campaign for the promotion of the metric system, lest we should repeat the same failure as before."

The British experience was a bit different. Although there were some discussions in Parliament around the turn of the century to make the metric system compulsory, they were not successful. By the 1950s metrication began to be seriously considered again. Ten years later, many of Britain's trading partners and several members of the Commonwealth had converted to the metric system.

In 1965, the Federation of British In-

HEADSTART—*Many forward-looking companies across the nation converted to metric measurements without waiting for official endorsement. While manufacturers led the way, major retailers and research firms have recently joined the swing to metric.*

dustries asked the Government to support a change to metric and to aid in the conversion process. The British Government agreed, but left most of the initiative with industry. By 1968, the Minister of Technology recommended an orderly change to metric, with a purely advisory Metrication Board guiding and coordinating transition plans. No compulsory powers were asked for or granted.

The British Government's attitude toward the costs of conversion was equally straightforward. The Minister said: "There can be no question of compensation; the costs of adopting metric must lie where they fall."

Although it appears Britain's transition will not be entirely complete by the original 1975 target date, that nation is certainly well along in its changeover process.

Much of what was learned from the experience of these two countries is embodied in the present U.S. legislation, Chang emphasizes. The bill makes clear the U.S. Government's firm commitment to metrication. And it also makes provision for a strong promotional campaign to tell the complete spectrum of U.S. society about the metric system, benefiting from the Japanese experience. It also would set up a central board to oversee the conversion process. There is no provision for subsidies for conversion costs. In sum, the plan would be flexible and voluntary . . . but definite.

Downturn spurs change

The rise of large multinational corporations based in the United States and the downturn in the domestic economy have made foreign markets very attractive. Last year U.S. exports totaled almost 7 percent of the gross national product, or $98 billion. This was the first time since World War II that exports exceeded 5 percent of the GNP.

Exports are flowing at an annual rate of $110 billion this year.

In order to do effective business abroad, large American corporations have had to dual-dimension their products, creating separate production capabilities to turn out metric products for export, or abandon customary design altogether and produce all products in metric dimensions.

The barriers to U.S. products in their customary dimensions are being increased. The Common Market in 1971 adopted a directive that requires all exporters to the nine Common Market nations to indicate the dimensions of their products in metric units by 1978. Dual dimensioning will be allowed only if determined not to be confusing, with each nation to judge compliance separately. This action could bar American goods from these markets or could lead to costly relabeling of products. In South Africa the importation of non-metric measuring instruments is now controlled by law.

These actions and others anticipated by other nations point out the extreme need for international engineering standards that promote increased trade across national borders.

Full understanding of what the change to metric entails requires an appreciation of engineering standards and the role they play in the economy. Engineering standards are agreements that specify the characteristics of products. They cover an enormous range—such as the diameter of wire, the length and width of typewriter paper, the purity of aspirin, the fire resistance of clothing, and countless other measurements and descriptions.

Engineering standards serve as both a dictionary and a recipe book for a technical society. Without them there would be chaos, inconvenience, and higher costs. Mass production would be impossible because there would be no assurance that any two parts would fit together. It has been estimated that at least 20,000 engineering standards are needed to maintain an industrialized society such as ours. Of these, perhaps 25 percent are measurement sensitive—that is, contain units of dimension, weight or volume.

Until recently these standards were developed mostly at local and national levels. But Chang points out that economic alliances among countries—such as the European Economic Community—have resulted in the development of common standards so that products manufactured in one country can be fully utilized in another.

The International Organization for Standardization and the International Electrotechnical Commission have emerged as the two strongest international standards bodies. Many developing nations, unable to generate their own national standards, have adopted the ISO and IEC standards.

The United States, to date, has been unable to take full advantage of the growing trend toward international standards. This is partly because most U.S. standards are issued in its customary measurements and, therefore, are incompatible with the metric-dimensioned international ones.

It is also because of the voluntary nature of the U.S. standards system. National standards in this country are issued, in effect, by about 400 organizations. This does not include individual companies that have their own proprietary standards. In addition, some 6,000 local governments issue building codes and regulations which may or may not be in agreement.

This fragmentation and lack of central responsibility have led to duplication of effort and confusion. As a result, the United States is not fully represented on the various ISO and IEC technical working committees, and U.S. practices and technology are often not reflected in emerging internaional standards.

This clearly must change if the United States is to take full advantage of the impending metric changeover. Chang says it would be economically wise for the U.S. to play a more vigorous role in developing international standards.

STILL A PROBLEM—*Computations in metric can be as perplexing as those under the foot/pound/quart system. However, this young lady will know more about metric than many adults by the end of the school year. All 50 states have introduced metric programs into their school systems.*

U.S. industry has taken the initiative in some areas—notably integrated electronic circuits, commercial aircraft, automobile wheels, computers, oil drilling machinery and videotape—and the opportunity to exert even broader influence is great because relatively few international standards have been adopted to date.

There is a decided advantage for U.S. industries that select this international route. In addition to opening up new markets, the benefits of standardization under the metric system will help to reduce inventories. Manufacturers will not have to keep on hand as many product lines to correspond with various sizes.

During the metric changeover in Great Britain, steel inventory was cut 10 percent, belts and pulleys 30 percent and concrete pipe 30 percent. In this country already, the Treasury Department has announced that by 1979 seven "standardized" metric wine bottles will replace the 16 customary bottle sizes now offered. The U.S. fastener industry will replace 59 customary sizes with 25 metric sizes for threaded fasteners.

Adoption of a national metric policy in this country will show our international trading partners that we are ready to "play ball," so to speak.

Productivity Drive Gets New Focus Through National Center

The nation's productivity drive is gearing up for a long-term effort.

A new National Center for Productivity and Quality of Working Life became a reality December 1 when President Ford signed a bill providing for its establishment as an independent agency within the Executive Branch of the government.

The Center replaces the National Commission on Productivity and Work Quality which was set up in 1970 to spearhead a national effort to improve the lagging rate of productivity growth in the United States, and will have a greatly enlarged role in stimulating productivity in both the private and public sectors of the American economy.

In addition to encouraging joint labor, industry and government efforts to improve productivity and the quality of working life, it will review the impact of government regulations and policies on productivity and efficiency, and will establish a federal policy with respect to continued productivity growth.

Leadership is to be provided by a Board of Directors of not more than 27 persons, including a Chairman, an Executive Director, three Cabinet Secretaries (Treasury, Commerce and Labor), and the Director of the Federal Mediation and Conciliation Service.

The Board will also include at least five individuals from the private business community; at least five from the private labor community; at least two from state and local governments; one from the general public: at least one from a leading institution of higher education; and such other members as the President may deem appropriate.

Members of the Board are to be appointed by the President subject to Senate confirmation.

Farewell statement

To help get its successor off on the right foot and to serve as the final report on its five years of activity, the Commission drew up a statement of its current thinking on national productivity policy.

The factors which the Commission found most crucial to productivity, and with which it recommended that national policy should be primarily concerned, are discussed under three broad headings—Human Resources, Technology and Capital Investment, and Government Regulation. Some of the major points discussed in the statement are noted below.

The Commission statement notes that "Greater cooperation between labor and management offers significant and largely untapped potential for increasing productivity in all parts of the economy." A very large share of these gains would derive from the enormous knowledge, ingenuity, and imagination of the American worker, a potential which at present appears restricted from further development by the uncooperative posture which labor and management have historically held towards one another. Despite the advances made by certain industries in promoting cooperation, the adversary relationship is still the case in many instances.

The need for improved labor-management relations is particularly clear in the public sector, the Commission found.

Better labor-management relations hinge on enhancing the job and financial security of workers through such means as improved unemployment insurance, transferability of pension funds, and better methods of forecasting and adjusting to change. Workers can hardly be expected to contribute to productivity efforts that endanger their own jobs. Thus the Commission recommends that employment security be assured before successful productivity efforts are implemented.

Quality of working life is also vital to the productivity gains that can be achieved through improved use of the nation's human resources. By providing an atmosphere conducive to improvement, Quality of Working Life programs can have a strong, positive impact on productivity levels. It is not yet clear, however, which of these programs have the most beneficial effect on productivity.

Education is obviously another key component in a worker's productive capacity, and the American educational system has traditionally turned out resourceful and well-trained graduates. There is evidence, however, that the educational system could be more responsive to society's needs, especially for those past normal school age. Training programs need to be created outside the formal system to upgrade the skills and job opportunities of those already employed, and provide a marketable skill to those who are unemployed. The number of unemployable youths entering the job market lacking even the most rudimentary skills must be reduced.

Productivity is hindered too by the lack of public awareness of just what productivity is all about, and on the larger issue of how our economy operates. The educational system could very usefully step up its efforts to inform students on these matters. In preparing people of all ages for the workplace, educators should achieve closer communication with business and labor leaders familiar with the needs and problems of the marketplace.

Innovation

Technological innovation is the most traditional and familiar source of productivity improvement. Though the Commission found that the United States has always been a leader in this area, recent reductions in basic research activities—the fundamental scientific work from which new technology is developed—could have a serious impact on U.S. capacity to create new and better hardware and processes.

In order to achieve the full potential in technology development, certain obstacles need to be overcome. First, much of the know-how already accumulated is not put to its fullest use because of poor communication between various sectors of the economy prevents the effective diffusion of new knowledge and techniques. Second, government intervention sometimes creates investor uncertainty about certain innovations and effectively prevents their implementation.

The government seems to have a role to play in the creation of new technology, though it must, of course, proceed carefully to ensure that such development is in the public interest. Government involvement seems particularly appropriate, for instance, in fragmented industries (like the fishing industry) where no one firm is capable of the investment necessary to achieve significant innovations.

Similarly, the Commission found that

CLOSEUP—*The new National Center for Productivity and Quality of Working Life should help U.S. manufacturers take a closer look at the productivity of every phase of their operations. This PPG Industries' inspector is checking some newly-developed porous silica beads, which improve efficiency in producing industrial chemicals and petrochemicals, and can be treated for use in proposed auto emission control systems.*

government could usefully contribute in those critical technical areas (such as coal gasification) where the cost of development, or regulatory uncertainty, discourages private initiatives.

Technological innovation depends heavily on the rate of capital investment in the economy. For this reason, the present relatively low rate of capital investment in the United States constitutes a threat to productivity growth.

The problem of low investment rates is further complicated by competing pressures on the capital supply, such as efforts to clean up the environment and achieve energy independence. Desirable goals like these clearly should be supported, in the Commission's review. But it should be realized that achieving them can cause a drain on the nation's capital supply.

Government deficits can also deplete the capital supply. Though such deficits are considered necessary during periods of recession, their continuation into periods of expansion can seriously reduce the capital resources available to private industry just when they are most needed.

The impact of inflation on corporate capacity for investment in new equipment also requires careful study. Depreciation allowances are based on original equipment cost; in periods of high inflation, the gap between original and replacement costs increases rapidly. The result can be a serious depletion of the capital resources available to a business for plant and equipment renewal or expansion. Future work in this area should look at the capital flow of corporations to determine their potential for investment and not simply at corporate net income, the Commission stated.

Adequate capital formation is one of the key components in achieving high employment levels, economic growth, and productivity improvement. In view of the critical relationship between capital and these highly desirable objectives, serious consideration must be given to whether capital supplies will be sufficient in a full employment economy. If supplies are not adequate, new measures to stimulate capital formation will be necessary.

The Commission reports that another area in which there seems to be major potential for productivity improvement is government regulation. Any discussion of this issue must begin with the recognition that regulation is a necessary and desirable aspect of social policy, and that any attempt at change must be highly selective.

Nevertheless, many regulations need revision because they do not operate as efficiently as they should. Moreover, the conditions to which these measures are addressed frequently change more quickly than the regulatory measures.

Cost savings

Some standards could, perhaps, be achieved at less cost than is entailed by present regulations. This might be done in some cases by modifying timetables for the achievement of an objective. It must also be recognized that some forms of desirable regulation (such as environmental protection) are costly, and need to be balanced against other social needs (such as cost to the consumer).

A major problem in regulatory reform is the resistance to change by those who have made investments based on certain kinds of regulation. In instances where deregulation would be of clear benefit to the majority, the Commission suggested that the government might consider compensation for those minority interests who would be adversely affected. There is a general need for improved methods to demonstrate the long-run benefits of reform to those with unjustified fears.

Without modifying any social objectives, efforts at regulatory reform must attempt to eliminate redundancy and overlapping jurisdictions, create uniform, consistent standards, and identify and eliminate rules which no longer serve a useful purpose.

Recent economic developments have stimulated debate as to whether productivity in concept and practice can provide an answer to our economic difficulties. Without attempting to deal with specific techniques such as work measurement that have been management's traditional approach to productivity improvement, the Commission's statement focuses on the large issues of productivity enhancement. Such a discussion could provide a framework for informed public consideration of productivity questions, the Commission concludes.

Energy Management Digest

OFFSHORE NUCLEAR SAFETY. . .The Nuclear Regulatory Commission staff has completed its preliminary review of the safety aspects of an application for a license to manufacture eight floating nuclear power plants on an assembly line basis at Jacksonville, Florida. Offshore Power Systems plans to manufacture plants mounted on floating platforms and market them to utilities along the Atlantic and Gulf Coasts. The plants would be fueled after they have been towed to specific mooring locations designated by purchasers. Each plant would use a pressurized water reactor and would have a net electrical capacity of about 1150 megawatts. Copies of the safety evaluation report can be studied at the Jacksonville and New Orleans public libraries, and the NRC Public Document Room, 1717 'H' St., NW, Washington, D.C. They can be purchased for $7 from NTIS, Springfield, Va. 22161. Ask for NUREG 75/100.

BIG WIND. . .The Energy Research and Develop Administration recently dedicated the largest wind turbine energy system now operating, which will be used to study the operation and economic prospects of producing commercial electric power from the wind. The 100-kilowatt unit, located at Sandusky, Ohio, is the largest wind turbine built in the United States since a 1250 KW machine was operated intermittently between 1941 and 1945 at a site near Rutland, Vermont. That project was abandoned primarily because of economic difficulties and the availability of less expensive fossil energy. The rising price of such fuels has led to a reassessment of the feasibility of wind-produced electricity.

U.S.-SOVIET TEAMWORK. . .A team of U.S. and Soviet scientists working in Moscow has successfully completed a 127-hour test run of a U.S.-designed and constructed magnetohydrodynamics (MHD) channel on a Soviet test facility. The achievement is a significant step in demonstrating the feasibility of a key component of this electrical power generating system. The MHD method of generating electricity involves the combustion of coal or other fossil fuels to generate a combustible gas at temperatures upwards of 4,500°F. The hot gases are seeded with potassium salts to render them electrically conductive and accelerated by a nozzle into a powerful magnetic field. Electrical energy is then directly extracted from the hot gases as they flow through the magnetic field. The MHD generator is projected to yield power plant efficiencies of 50 percent and above with a minimum of environmental pollution.

LONG WAY TO GO. . .The Federal Energy Administration reports that U.S. output of medium-temperature solar collectors, of the type used in heating homes, increased by 400 percent in the first half of 1975, to a total of 276,000 square feet. In addition, the number of firms making such collectors rose from 39 in 1974 to 69 in the first half of this year. The survey also found that production of low-temperature collectors, used mainly to heat swimming pools, jumped 365 percent to 2,072,000 square feet. Before solar energy advocates start throwing their hats in the air, however, FEA points out that the maximum equivalent amount of energy that all 276,000 square feet of medium-temperature collectors could absorb would amount to only 108 barrels of oil per day. The U.S. currently uses about 16 million barrels per day.

ENERGY TIPS. . .Consider giving the whole family a Christmas present: a clock thermostat that will automatically turn the heat down at a regular hour before you retire, and turn it up just before you awake. It's convenient, and you'll save on heating bills. . .For a nightlight in bedroom, hallway or bath, consider using the new four-watt bulbs now on the market. They provide adequate light, yet use very little electricity. . . . Check tire pressures at least monthly. Underinflated tires put an extra drag on the engine, requiring it to use more gasoline.

REDUCING EXPOSURE. . .The Nuclear Regulatory Commission is amending its regulations to reduce by a factor of three the limit on exposure of radon-222 for workers in uranium mills licensed by the Commission. The amendments make the Commission's regulations consistent with the standards of the Environmental Protection Agency for uranium miners. Most uranium mills are already operating within these standards.

DOMESTIC BUSINESS REPORT

Special Units Strive To Keep Highly Vulnerable Minority Firms Afloat Until Upswing

The current economic situation is producing hard times for a lot of people, but especially for minority businessmen and women because the markets in which they operate are often more distressed than markets generally.

In an effort to improve their lot, President Ford addressed a directive to Federal Government department heads asking them to "look for every appropriate opportunity for minority businesses to participate in government programs as contractors, subcontractors, bankers, and others," and that "management, technical and financial assistance be provided wherever feasible."

He charged the Commerce Department with coordinating the participation of all federal departments and agencies in an increased minority enterprise effort.

One way of achieving this will be through greater agency participation in the Interagency Council for Minority Business Enterprise. Membership consists of representatives—28 in all—of every major Federal Government agency involved in developing minority enterprise. It is chaired by Under Secretary of Commerce James A. Baker III.

The Council's major functions are:

- To coordinate federal activities that aid the establishment and strengthening of minority business.
- To promote increased federal participation in such programs.
- To develop federal policy that will enhance the effectiveness of such programs.
- To address issues that impact upon minority business development.
- To provide a source of individual contacts within each agency.

Operating elements include task forces on procurement, education and training, concessions and Minority Business Opportunity Committees. Also set up are a subcommittee on data and working groups on assistance to minority firms in time of recession, the Bicentennial Celebration and procurement on federally-assisted projects.

The MBOC task force has made 18 recommendations for federal agency and council action to improve the minority business program. At a New Orleans conference of the National Minority Business Opportunity Committee, Baker reported that the task force recommends that each participating agency:

- Establish minority business goals and objectives.
- Identify the various forms of support the agency can provide, including competitive and 8(a) contracts, agency grants, contracts with state and local governments, minority bank deposits, concessions, and training programs.
- Encourage field officials to make agency skills, such as managerial, legal, safety, tax, financial and training, available to minority businessmen and women.
- Hold training seminars in the field or headquarters for appropriate staff. Such training should include information on what the agency minority business program and resources are and how they can be delivered through the local Minority Business Opportunity Committees to assist the minority entrepreneur.
- Require a regular reporting system with quantitative data on field accomplishments in the above areas.

As to the Minority Business Opportunity Committee themselves, there are 35 in larger cities around the country. They are composed of representatives from every Federal Government agency in each locality. Their main function is to coordinate the activities of these agencies in assisting potential minority entrepreneurs through improving the availability of government financing, procurement opportunities, technical advice and other business resources.

The criteria for establishing an MBOC is that the locality have a potential for minority entrepreneurship and a substantial federal presence.

MBOCs provide a regular forum for the exchange of information, develop new public programs which respond to local needs, focus federal support on local projects, and implement plans developed by Commerce's Office of Minority Business Enterprise at the local level.

They have been instrumental in developing localized listings of minority suppliers, in scheduling minority business seminars and in resolving specific entrepreneurial problems, such as the provision of advance payments to a minority

Comeback Of The Year — The $2 Bill

The two-dollar bill is coming out of retirement. First authorized as U.S. currency during the Civil War, and retired amidst general disinterest in 1966, the bill will be reissued beginning April 13.

Indications are that it will find a much more receptive public this time around, according to a nationwide Harris poll. Its previous lack of acceptance seems to have been due to the relatively small number of bills available.

This won't be a problem with the new bill, as 225 million of them will be available for distribution to commercial banks by the April 13 deadline, which is also Thomas Jefferson's 233rd birthday. Jefferson's portrait will once again appear on the face of the bill, while the back will feature the signing of the Declaration of Independence.

A Harvard Business School study found an apparent need for the use of a bill with a denomination between the $1 and $5 bills in commerce. It would also relieve much of the pressure on the $1 bill, which currently accounts for 60 percent of all the pieces of currency produced annually—a savings of $34 million in printing costs is foreseen over the next five years through the reduced number of bills that will have to be produced.

During initial production, 11 million of the new bills will be printed each day.

supplier experiencing unexpected cash drains.

They have also provided help in starting new businesses and expanding existing ones; wider access to business resources such as capital (both debt and equity) and profitable markets; and education and training to increase management skills.

The minority business program is aimed at correcting inadequate access to business opportunties long suffered by minorities.

Blacks, the Spanish-speaking, Indians, Aleuts and persons of Asian descent make up 17 percent of the U.S. population. Yet they presently own only about 4 percent of America's businesses, and these account for less than 1 percent of national gross business receipts. More than 90 percent of minority businesses have fewer than five employees and less than $200,000 in gross receipts.

Baker describes the minority business program as "a creative voluntary partnership between the Federal Government and private business. What we in Commerce attempt to do is stimulate actions which are responsive to the needs of minority businessmen and women."

"While we cannot assure the success of any individual venture," Baker continued, "we can assist minorities in overcoming barriers to their entry into the business mainstream. In doing this, the measure of our success must be business receipts and ultimately profitability."

New Bicentennial Book Tells Recycling History

Did you know that the Liberty Bell is an early example of a recycled product—having been recast with the same materials twice?

That a lead statue of England's George III was torn down from its place in a New York City park in 1776 and melted down to make 42,000 bullets for the American revolutionaries?

That the early Americans used rags, straw and waste paper to manufacture paper and paper products prior to the widespread use of pulpwood in 1854?

The National Association of Recycling Industries, Inc., has just issued a Bicentennial booklet entitled *The Recycler in America* that covers the history of recycling in the United States, from the scrap dealers and itinerant peddlers of Colonial times—through the expansionist period of the nineteenth century when the country's resources were thought to be limitless—to the present-day emphasis on conserving energy and raw materials and dealing with solid waste, pollution and other environmental problems.

Copies of the publication are available without charge from the National Association of Recycling Industries, Inc., 330 Madison Avenue, New York 10017.

Business Spending Plans Indicate Sustained, Unspectacular Growth

U.S. business is planning to increase its capital spending 2.4 percent in the fourth quarter of 1975, 2.9 percent in the first quarter of 1976, and 2.3 percent in the second quarter, according to a survey conducted in late October and November by Commerce's Bureau of Economic Analysis.

If these plans are realized, capital spending in the first half of 1976 will be at a seasonally adjusted annual rate of $119.5 billion, 5 percent above the second half of 1975; spending scheduled for the second half of 1975 is about the same.

Capital spending for 1975 is expected to total $113.5 billion, 1 percent higher than actual 1974 spending. Actual increases in 1974 and 1973 were almost 13 percent. However, these figures are not adjusted for price changes, so real spending in 1975 will be about 10 percent lower than 1974. Real spending in 1974 rose about 3 percent, and by about 9 percent in 1973. Based on fragmentary evidence, real spending in the first half of 1976 will be little changed from the second half of 1975.

Across-the-board

The planned 5 percent rise in capital spending for the first half of 1976 reflects increases in both manufacturing and nonmanufacturing. Durable goods producers plan to increase spending 6½ percent, reflecting large increases in the primary metals, motor vehicle, and stone-clay-glass industries. An increase of 5½ percent for nondurables producers is largely attributable to rubber, food-beverage, and textiles.

Among the nonmanufacturing industries, sizable increases in spending are expected by public utilities and "other transportation" (the latter category reflects spending for the Trans-Alaska pipeline). Airlines expect a 32 percent decline, and railroads anticipate a dip of 6 percent.

For the year just ending, manufacturers expect their capital spending to have increased 5 percent over 1974. Nondurables producers report a 12 percent increase, with the largest increases in petroleum (31 percent), paper (13 percent), and chemicals (11 percent). Rubber and textiles expect sizable declines of 29 and 19 percent, respectively. Durables producers expect a 2½ percent decline, with large decreases for electrical machinery (22 percent), motor vehicles (18 percent) and "other durables" (15 percent). These are partially offset by increases for iron and steel (38 percent) and aircraft (15 percent).

Non-manufacturing saw decline

Spending for nonmanufacturing industries in 1975 declined about 2 percent, with decreases by airlines, electric utilities, communication, and commercial firms. Increases are expected in mining, gas utilities, and "other transportation."

Investment projects started by manufacturers during the third quarter totaled $11.3 billion (seasonally adjusted), $1½ billion less than the second quarter. The decline centered in nondurables, with durables' starts showing little change. Chemicals and petroleum reported sharp declines in starts in the third quarter; electrical machinery had a smaller decline in that quarter.

Starts by public utilities totaled a record $14.8 billion in the third quarter; this compares with $9.2 billion in the second quarter and $14.3 billion in the third quarter of 1974. Carryover of utility projects—the amounts still to be spent on plant and equipment projects already under way—was $103.9 billion at the end of September, almost $10 billion higher than at the end of June.

'No Margin For Complacency'

Statement by Secretary Rogers C. B. Morton on survey of business plans for plant and equipment spending:

"The survey of business plans for spending on new plant and equipment provides support for the forecast of sustained growth in the economy during 1976.

"This survey suggests that expenditures for new business facilities, after adjustment for inflation, will recover and contribute significantly to overall economic expansion next year.

"Despite the improvement revealed in this survey, prospective spending in this vital sector will still be below the level desired for long-term economic growth, price stability, and sustained improvement in jobs and incomes. Thus, there is no margin for complacency.

"During the past year, the President has made numerous recommendations that would encourage capital investment. These recommendations are urgently awaiting Congressional action."

Study Views Economic, Aesthetic, Energy Impact Of Refillable Bottles

If refillable glass bottles were to replace the current container system for soft drinks and malt beverages, more than 80,000 jobs, principally in manufacturing, would be lost.

At the same time, approximately 100,000 workers would be added in retailing and distribution to operate the new system, according to a recently-completed Commerce Department study. These latter jobs would be lower paying, on the average, than the jobs lost in manufacturing.

Capital expenditure of $2 to $3 billion would be required if non-returnable beverage containers were replaced by an all-refillable glass system.

A staff study by the Department's Bureau of Domestic Commerce also said that the energy savings, "optimistically" estimated, would amount to 24 million barrels of oil equivalent (BOE) a year by 1980, compared to the total U.S. requirements of 15.7 billion BOE a year at that time.

Cost of the required inventory of refillable containers based on a 90 percent return rate is about $700 million for soft drinks and would be over $1 billion for the total beverage industry; at an 80 percent return rate, the inventory requirement would be about 10 percent greater.

Commenting about both the capital requirement and the energy savings with an all-glass system, Travis E. Reed, Assistant Secretary for Domestic and International Business, noted that 90 percent return rate is probably unrealistic. "In the natural course of events we expect that energy consumption by the beverage container industry would drop from 79 million BOE at present to about 55 million in 1980, as competitive factors stimulate cost-saving process and design.

"The best estimates show that an all-refillable glass system would require 31 million BOE a year, assuming 90 percent returns. This estimate subtracted from the 55 million BOE consumption figure we project if free market factors are allowed to operate, would result in a 24 million BOE net energy savings by the beverage container industry in 1980.

"Any energy saving is, of course, important. But with a 70 percent return rate—which could be the final level—there would be no energy savings," Reed asserted.

In addition, the study says that requiring returnable beverage containers would probably not result in an all-refillable glass system, but would result in different but unpredictable market shares of refillable glass and non-refillable bottles and cans.

Findings of the study also suggest that total highway litter would be reduced by 10-12 percent, assuming a 90 percent return rate while programs directly addressed to the litter problem would have much greater impact on litter reduction.

Copies of *The Impacts of National Beverage Container Legislation,* Staff Study: A-01-75, are available from Samuel B. Sherwin, Deputy Assistant Secretary for Domestic Commerce, Room 3814, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-5491).

How It's Working

For information on how banning non-returnable bottles has actually worked at the state level, the Environmental Protection Agency has published a report on *The Vermont Experience.* It can be ordered from the Technical Information Staff of EPA's Office of Solid Waste Management, Washington, D.C. 20460.

The Oregon Environmental Council has also published *Oregon: Two Years Later.* The Council's address is 2637 S. W. Water Ave., Portland, Ore. 97201.

Papers Needed For June Computer Symposium

Technical papers are needed for the 15th annual technical symposium sponsored by Comerce's National Bureau of Standards and the Association for Computing Machinery.

First and second prizes of $500 and $250 will be awarded to the best technical papers of a tutorial, theoretical or practical nature dealing with computer communications, data management, performance evaluation, privacy and security, programming techniques, or software engineering.

Three double spaced copies of a draft and a 150-word abstract should be sent before February 2 to Dr. David C. Wood, MITRE Corp., McLean, Va. Westgate Research Park, 22101 (703-790-6375).

NBS's Institute for Computer Science & Technology will host the June 17 event.

NEW BOTTLES FROM OLD—*A new Commerce Department study sees a returnable bottle system not conserving significant amounts of energy unless large numbers of bottles are returned. Recycling (above) is another means of proven energy savings.*

GREATER CAPACITY NEEDED—*Demand for steel mill products is expected to increase through 1980, according to a recent study prepared for the Commerce Department. To keep pace, the industry will have to expand its capacity by 25 million tons.*

Heavy Steel Demand Seen Forcing U.S. To Expand Output Capacity

Increasing demand for steel mill products in the United States will require the steel industry to expand its production capacity by 25 million tons (raw steel), according to a Fordham University study.

Prepared by the Rev. William Hogan of Fordham for Commerce's Bureau of Domestic Commerce, the report projects demand for steel mill products by market and by product, after analyzing expected shifts in steel product usage and steel customer markets. Included, in addition, is a discussion of capital costs for specific steel mill facilities and an analysis of imports relative to the competitive position of the U.S. steel industry. The forecast indicates increasing levels of demand for steel in electrical and other machinery; railroads; domestic and commercial equipment; shipbuilding; containers; construction; and by steel service centers. It also forecasts only modest increases or actual declines in demand for steel in automotive applications, ordnance, forgings, aircraft, appliances, converting and processing industries.

"Demand for steel mill products in the U.S. will continue to increase through 1980 and the report demonstrates that capital requirements to bring on new capacity will be substantial," said Travis E. Reed, Assistant Secretary of Commerce for Domestic and International Business. "It supplements the financial study of the U.S. steel industry that Fordham did for us a few months ago, with a market and product analysis of steel demand and a related assessment of other factors that are shaping future capital requirements in the U.S. steel industry.

"This analysis provides additional insight into the level of future demand and capital requirements to expand capacity, and to replace aging plant and equipment."

The Fordham report concludes that there will be a strong demand for such products as structural shapes, plates, rails, electrical sheets and strip, concrete reinforcing bars, pipeline, and oil country goods. Demand for other steel products is expected to increase only moderately, particularly for sheet and strip categories used in manufacturing automobiles and appliances. The net result of these shifts in consumption will be a substantial overall increase in demand for steel through 1980.

The Fordham study forecasts the nation's total consumption of finished steel mill products in 1980 at 136.2 million tons. It is expected that 8.1 million tons will be imported with domestic mill shipments supplying 128.1 million tons.

This level of mill shipments will require the industry to expand its production capacity by at least 25 million tons (raw steel), from 160 to 185 million tons, since U.S. production of steel mill products has an important international dimension as well. The report estimates that 150 million tons of capacity will be added worldwide by 1980, which is significantly less than earlier estimates. The resultant worldwide capacity limitations could then lead to shortages of steel on a global basis. Thus, the report concludes, the United States may be unable to meet domestic demand without a significant expansion of steel making capacity.

Presently the U.S. steel industry is operating at 70 percent of its estimated production capacity with the economy still in the early stages of recovery.

The overall steel market forecast in the Fordham report was based on a 1980 GNP of $1,033 billion with an average annual GNP growth rate of 3.4 percent in 1958 dollars.

The report, *Steel Demand, Capital Costs and Imports,* may be purchased at $3 per copy from the Publication Sales Branch, Room 1617, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. Procurement Officials Seeking Quieter Mowers

It's winter again, and federal procurement officials' fancies are turning lightly to thoughts of . . . quieter lawnmowers!!!

The Federal Supply Service (FSS), an arm of the General Services Administration, has invited bids for 10,000 power lawnmowers with the stipulation that it will pay a premium for quieter mowers.

The experiment design and evaluation are being conducted by the Experimental Technology Incentives Program (ETIP) of Commerce's National Bureau of Standards in cooperation with FSS.

The invitation for bids uses a sliding price scale under which the GSA will pay an increasing—but limited—premium for 21-inch mowers as their decibel level falls. The object is to reduce the noise level at the operator's position from 92 to below 88 decibels. The latter is about equal to the noise level of a heavy truck accelerating at a distance of 50 feet from the listener.

A similar GSA invitation for bids in 1974 was withdrawn because none of the companies' offers met the noise and safety targets stipulated because the invitations came too late in the normal product development cycle. The power mower industry was also reluctant to make the requested innovations in anticipation of pending noise and safety regulations.

With these problems resolved, five power mower manufacturers have indicated interest in developing a product which will meet the terms of the new procurement. Bidding on the technical proposals closes January 15.

Latest Statistical Abstract Adds Data On Taxes, Income, Profits

The nation's most fact-filled and useful reference book is available for holiday giving at your nearest Commerce Field Office. The *Statistical Abstract of the U.S.*, crammed with every imaginable sort of data on the American economy and society, is a year-round source of instant information.

Published by Commerce's Bureau of the Census, the 1050-page 1975 Abstract contains seventy-eight new tables reflecting subjects of current public interest including data on health-related subjects such as abortions, private health insurance coverage, preventive care services, alcoholism, and nutritional intake. Three other new tables give information on crime victimization rates. Six show data on governmental and industry expenditures for environmental protection as well as data on motor vehicle pollutant emissions.

Seven new tables provide data on Federal Government benefits and taxes, such as transfer payments, trust fund balances, budgetary costs of tax subsidies, itemized income tax deductions by income class, impact of taxes on a four-person family, and corporate income taxes by asset-size class. Three show earnings data such as minimum and union wage rates, and average full-time earnings and supplements by industry.

Eight others pertaining to income of the poorest and wealthiest population segments show changes in shares of national income, aggregate and per capita income of the coastal population, distribution of household income, income levels for persons below or near poverty level, family income in Appalachia by state, and the proportions of wealth held by the nation's richest persons.

Three cost of living tables document U.S. and foreign increases in consumer prices and provide data on family budget and food costs. Big business is covered with three tables showing sales and investments of foreign affiliates of U.S. multinational firms and sales and profits of large manufacturing firms. Two new oil and gas tables show data on wells drilled and lease revenues in the petroleum and natural gas industries.

Other newly-presented subjects include:
Handicapped pupils;
Illiteracy, by state;
College enrollment, by race;
Social Security beneficiaries and benefits, by race;
Jobseekers by jobsearch methods;
Work-injury and illness rates;
Largest firms in newspapers, publishing, and printing;
Farm population, by state;
Countries receiving U.S. food aid;
Residential capital, cost and age;
Heating equipment in homes, and
Reserve assets of foreign countries.

All graphic charts in the Abstract have been redesigned and standardized, and the number of tables showing both U.S. and metric units has been increased.

Again this year, the Abstract contains a 16-page "Statistics for Federal Administration Regions and States" section. This includes selected social and economic data for the 10 standard federal regions (and their component states) established by the U.S. Office of Management and Budget. The federal regions section, combined with the "Metropolitan Area Statistics" section, is also available separately in a special reprint, "Statistics for Federal Regions, States, and Metropolitan Areas," Priced at $1.05.

Copies of the Abstract are available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 or from Commerce District Offices. Prices are $10.50 for the clothbound (GPO Stock No. 003-024-01049-6), and $8 for the paperbound edition (GPO Stock No. 003-024-01050-0). The Abstract price includes the cost of its pocket-sized companion volume, "USA Statistics in Brief, 1975."

Home Study Courses

The American Management Association's Extension Institute is offering home study courses in Transactional Analysis for Managers (90060), Communications for Results (90031), Human Behavior in the Organization (90032), Training and Developing Today's Work Force (90034), and Management of Technological Change (90035).

AMA members can order the courses for $50 apiece from the Extension Institute, 135 West 50th. St., New York, N.Y. 10020. Non-members, $55.

Calendar For Businessmen

Dec. 28-30—Dallas—American Economics Assn. annual convention, Statler Hilton Hotel. For information, AEA, 1313 21st Ave. South, Nashville, Tenn. 37212 (615-322-2595).

Jan. 9—Jackson, Miss.—Business Opportunity/Federal Procurement Conference, Jackson Hilton Hotel. Sponsor: Congressman Thad Cochran. For information, Ms. Carrie Laird, P.O. Box 22581, Jackson, Miss. 39205 (601-909-1353).

Jan. 18-21—Washington — Washington Gift Show, Sheraton Park Hotel. For information, Irene Weissman, Little Brothers Shows, 220 Fifth Ave., New York 10001 (212-689-7147).

Jan. 19-23—Phoenix—Fundamentals of Plastics seminar, Holiday Inn Scottsdale. Sponsor: New York Univ. School of Continuing Education. For information, Ms. Heidi Kaplan, N.Y. Mgt. Center, Dept. 14-NR, 360 Lexington Ave., New York 10017 (212-953-7262).

Jan. 20-21—Gaithersburg, Md. — Workshop on Standard Reference Materials for Coal Gasification and Liquefaction, National Bureau of Standards. For information, Donald Becker, NBS Energy-Environment Workshop Coordinator, Chemistry Bldg., A309, Washington, D.C. 20234 (301-921-2128).

Jan. 23—New Castle, Pa.—Business Opportunity/Federal Procurement Conference, Troggio's Restaurant. Sponsor: U.S. Rep. Gary A. Myers. For information. Robert Ludwiczak c/o Rep Myers, 206 Post Office Bldg., New Castle, Pa. 16103 (412-658-7727).

Jan. 26-28—San Diego—Reinforced Plastics seminar, Hotel Del Coronado. Sponsor: New York Univ. School of Continuing Education. For information, Ms. Heidi Kaplan (address above).

Jan. 26-30—Chicago—Extrusion of Plastics seminar, Holiday Inn Lake Shore Dr. Sponsor: New York Univ. School of Continuing Education. For information, Ms. Heidi Kaplan (address above).

Jan. 27-28—New York — Clinical Lab Diagnostic Products & Instrument seminar, Harvard Club. For details, Bob Sanzo, Frost & Sullivan, 106 Fulton St., New York 10038 (212-233-1080).

Jan. 27-30—Orlando, Fla.—Clean Fuels from Biomass, Sewage, Urban Refuse & Agricultural Wastes symposium, Orlando Hyatt House. For information, Ms. Kathy Fisher, Institute of Gas Technology, 3424 S. State St., Chicago, Ill. 60616 (312-567-3881).

Feb. 2-4—San Francisco—How To Improve Your Productivity, Sir Francis Drake Hotel. For information, American Management Assn., 135 W. 50th St., New York 10020 (212-586-8100).

U.S. Machine Tool Mission To China, First Of Its Kind, Finds Market 'Clearly Exists'

The possibility of sales of a variety of U.S.-manuafctured machine tools to the People's Republic of China clearly exists for the American producer willing to invest the extra effort required to sell in this relatively unknown market. So concluded the first U.S. machine tool trade mission to Peking since the Chinese Revolution in 1949.

The Chinese, showing the American visitors a higher degree of self-sufficiency in the design and manufacture of general purpose machine tools than hitherto expected, will still require imports of special purpose and high precision machines to heed the general goals set forth by Premier Chou En-lai at the Fourth National People's Congress in January 1975.

The 19-member National Machine Tool Builders' Association (NMTBA) delegation, the first IOGA-Industry-organized government-assisted—trade mission to China, was afforded an unique opportunity to examine the Chinese machine tool industry at first hand during extensive technical discussions in Peking and during visits to machine building plants in Peking, Shanghai and Wuhsi in the Nov. 17-28 period.

The basis for the invitation to the NMTBA by the host organization, the China National Machinery Import and Export Corporation (Machimpex), was the presentation of some 15 technical seminars covering numerical control machines, transfer lines, gear cutting, electrochemical machining, grinding, metrology, and other cutting and forming operations.

For this purpose the Chinese brought to Peking 120 engineers from their principal machine building production centers in Shanghai, Shenyang, Dairen, Tsinan, Wuhan, Nanking, and Kunming. Machimpex is the Chinese state trading corporation that purchases machine tools.

In commenting on the visit, William Clarke, Director of PRC Affairs in the Commerce Department Bureau of East-West Trade and a member of the NMTBA delegation, noted that this type of trade mission offered about the only alternative at this time to a firm's individual effort to do business in the PRC. It is not yet possible for the U.S. and China to exchange trade shows, although some U.S. firms' foreign subsidiaries have exhibited in the shows of other countries in China.

The Chinese have received a number of similar trade missions from Japan and the industrialized Western nations, including the U.S. Electronic Industries Association group in July, with the emphasis placed strongly on presenting technical seminars to eager groups of Chinese technical staffs. The payoff for foreign firms comes from the interchange at the week-long seminars, from plant visits affording a clearer understanding of Chinese capabilities and needs, and from becoming better acquainted with Machimpex.

Participations in the trade mission, in addition to Clarke, were:

Ralph E. Cross, President, The Cross Co.; Frank J. Austin, Executive Vice President, Giddings & Lewis, Inc.; John R. Danly, Vice President Press Sales & Director of Engineering, Danly Machine Corp.; Wayne E. Zahn, President, National Machinery Co.; Leland H. Happel, Director of International Sales, Landis Tool Co.; Wayne R. Moore, President, Moore Special Tool Co., Inc..

John R. Joerger, Vice President, International Sales, Kearney & Trecker Corp.; Charles F. Carter, Jr., Director of Machine Tool Product Development, Cincinnati Milacron Inc.; C. R. Stroupe, Chairman, Anocut, Inc.; Graham E. Marx, President and General Manager, G. A. Gray Co., Subsidiary of Warner & Swasey; Kenneth D. Garnjost, Corporate Technical Vice President, Moog Inc.

Willis F. Couts, Vice President—Marketing, Fellows Corp.; Paul S. McCaig, Manager, International Sales, Ex-Cell-O Corp.; Walter Baturka, President, Universal Engineering Division, Houdaille Industries, Inc.; Jerome M. Price, Director, Marketing Industrial Controls Division, Bendix Corp.; Henry M. Frechette, President, Kingsbury Machine Tool Corp.

James A. Gray, Executive Vice President, National Machine Tool Builders' Association, led the mission. Another participant from the association was Jesse Maffuid, International Marketing Director.

AT THE GREAT WALL—*U.S. machine tool mission leader James A. Gray is flanked by (left) Machimpex official Mme. Wu Shiao-lan and interpreter Madame Wang.*

Multilateral Trade Negotiations

This article is another in a series of reports on preparations for and notable developments in the multilateral trade negotiations, as prepared by the Commerce Department's Office of International Trade Policy.

GENEVA

The **Nontariff Measures Subgroup on Subsidies and Countervailing Duties** held its second session in Geneva, Nov. 10-13. The meeting was positive in tone, with discussion focusing on proposals put forward by several delegations including the U.S. Most delegations preferred to emphasize the more promising aspects, from their points of view, of the proposals on the table, rather than to dwell on the obvious differences. Comments were usually constructive and should help develop common ground for future discussions.

The U.S. tabled a concepts paper outlining ideas for a negotiating framework dealing with both subsidies and countervailing duties. This paper expanded upon the ideas presented by the U.S. in the June meeting of the Subgroup (see *Commerce Today*, June 23).

In the U.S. view, foreign subsidies may have an adverse impact on U.S. trade in several ways. Depending on the type of subsidy, they may lead to 1) increased imports of the subsidized product into the U.S. market, 2) increased competition for U.S. firms striving to sell in other, third country markets, or 3) increased competition for U.S. products in the home market of the subsidizing country. The actual impact of a subsidy is likely to be some combination of these, although some incentives, of course, have little or no trade impact.

Appropriate remedies or countermeasures for the trade effects of subsidies will vary with the type of impact. Countervailing duties are the usual remedy, but are imposed only on subsidized imports into one's own market. Countermeasures are theoretically possible for subsidized competition in third markets or in the market of the subsidizing country, but effective international rules have not yet been developed for these situations. Agreement on appropriate countermeasures is one of the U.S. objectives in subsidy/countervailing negotiations.

GATT Article VI, which lays down the international rules on countervailing duties, specifies that countervailing duties are to be levied only if it is first determined that subsidization has caused or threatened to cause, material injury to a domestic industry, or that it materially retards formation of a domestic industry.

The U.S. has not accepted this Article VI requirement insofar as dutiable imports are concerned. The U.S. is not in violation of the GATT, however, because the lack of an injury clause was a specific exception made before the U.S. acceded to the GATT in 1947. In the current negotiations, the U.S. is being asked by many trading partners to accept the principle that countervailing duties will not be assessed on imports unless injury to domestic industry can be shown.

Other countries now see this lack of a material injury clause in U.S. law as a major problem and have indicated that obtaining modification of U.S. procedures to include an injury clause is a priority objective of theirs in the MTN. U.S. negotiators, for their part, have made it equally clear that they would not be willing to ask the Congress to enact an injury clause unless they are successful in negotiating more meaningful international rules governing the use of subsidies.

Subsidies categorized

The proposal tabled by the United States concentrates on developing new rules for the use of subsidies, but provides for varying remedies depending on the circumstances associated with a subsidy. The proposed framework divides the universe of subsidies into three distinct categories: prohibited, conditional, and permitted.

The prohibited category would comprise all subsidies or incentives that provide benefits for export sales that are not provided at least equally for domestic sales. Although not a legal definition, this category could be said to include all export subsidies. In the U.S. view such subsidies should be prohibited, although special protocols which would delineate alternative rules for certain practices could be negotiated. For practices in the prohibited category the U.S. has proposed that the proper remedy should be the right to use countervailing duties without proving injury.

The conditional category would include subsidies that do not favor export sales more than domestic sales. The U.S. is not proposing to prevent the use of these "domestic" subsidies, which may be justifiable for sound economic or social reasons, but is seeking to minimize their trade impact. The remedy proposed for these subsidies is countervailing duties with an injury test.

The U.S. proposal also provides for a category of permitted subsidies. The practices included in this category would be subject to specific negotiation, but the U.S. feels that the category would include practices with minimal trade impact, possibly export information services, certain foreign aid practices and the like. Subsidies in this category would not be subject to countervailing duties.

In addition, the U.S. has stated its belief that negotiation of provisions for differential treatment for developing countries in certain areas of a subsidy/countervailing agreement may prove feasible and appropriate under prescribed conditions. Differential treatment should be geared to the particular situations of developing countries and to periods linked to achieving particular development objectives.

The U.S. proposal at this stage constitutes a proposed framework for negotiating an agreement. If this framework proves acceptable to other countries, then a period of hard bargaining still will have to follow.

Other countries generally stress developing rules for the application of countervailing duties or have emphasized the needs of the developing countries. The next stage of negotiations being undertaken in Geneva is a series of bilateral discussions to fully explore each of these proposals and, if possible, to seek understandings on areas of agreement. These discussions should provide a good basis for further progress in the Subgroup's next meeting, now scheduled for late March or early April.

The meeting of the **Safeguards Group,** Nov. 17-20, had wide-ranging, but also specific discussion of various elements of a multilateral safeguard system, with participation by an increasing number of countries. The issues of coverage of the system and of criteria for safeguard actions received major attention. Also discussed at length were: a procedure for prior notification and consultations; possible limits to safeguard actions, such as time limits and phase-out; adjustment assistance; compensation and retaliation; selective application; differential treatment for developing countries, surveillance; and dispute settlement.

As yet no specific proposals have been tabled. Special attention is expected to be focused next on the questions of multilateral surveillance and of dispute settlement because the GATT Secretariat currently is preparing studies on these issues. The U.S. hopes to present a multilateral safeguard system proposal before mid-1976. The next meeting of the Safeguards Group is scheduled for April.

The **Nontariff Measures (NTM) Group,** at its Dec. 4-5 meeting, considered the possibility of establishing new subgroups and reviewed the work of its existing subgroups.

At the present time, the NTM Group oversees the work of the subgroups on technical barriers to trade, customs matters, quantitative restrictions (QRs) and import licensing procedures, and subsidies and countervailing duties. In addi-

tion to these four subgroups, various delegations have proposed that subgroups on government procurement, anti-dumping, variable levies and minimum import prices, and prior imports deposits be formed. However, no consensus was reached on forming any new subgroups. Consequently, this subject will be taken up again at the next meeting of the group, which is scheduled to be held not later than April.

The NTM Group also considered reports by the QR and subsidies/countervailing subgroups—the only two subgroups that have met since the parent group's previous meeting Oct. 15-17. The NTM Group expressed the hope that the work in all four of its subgroups could be accelerated.

CONSULTATIONS PROGRAM

The **Industry Policy Advisory Committee** (IPAC) held its fifth meeting on Dec. 2. Ambassador Frederick B. Dent briefed the committee on the overall status of the MTN. A detailed report on current trends in the U.S. foreign trade situation was presented by Acting Assistant Secretary of Commerce S. Stanley Katz. The next meeting is cheduled to be held on Feb. 25.

Several **Industry Sector Advisory Committees** (ISACS) have met in recent weeks. As a result of its review of the draft Standards Code, ISAC 18 (Heavy Electrical Equipment) met Nov. 12 and revised its Industry Sector Advisory Report (ISAR) to supplement its views on the Standards Code.

ISAC 16 (Office and Computing Equipment) met Dec. 4 to consider the Standards Code and revisions of its ISAR. The Committee revised its views on the Standards Code and developed a position on the Domestic International Sales Corporation (DISC).

ISAC 3 (Lumber and Wood Products) met Dec. 10 to consider recent developments in wood products trade and to update its advice in light of those developments. It discussed the impact of the potential Philippine bilateral trade agreement on the multilateral trade negotiations and conducted an examination of the tropical products exercise as it relates to wood products.

ISAC 19 (Consumer Electronic Products) met on Dec. 11 to consider the Standards and Government Procurement Codes and the issue of Subsidies/Countervailing Duties.

A combined meeting of the **Labor Policy** and **Labor Sector Advisory Committees** was held Nov. 20. Ambassador Frederick B. Dent presented a status report on the MTN, and the LPAC was briefed on the information and recommendations on tariff concessions contained in the pertinent sections of each of the sector advisory reports.

Commerce Regulations Clarified

Attention focused in the U.S. trading community on the Arab-Israel boycott issue has led Commerce Department trade promotion officials to underscore three policies that relate to the issue: 1) the Department continues to offer assistance to U.S. businessmen on trade and investment opportunities in the Near East-North Africa area: 2) it will carry out a prohibition on U.S. exporters supporting a trade practice that discriminates against U.S. citizens; 3) it will continue to require reports on boycott requests and discourage U.S. firms from complying with them. Details on these points follow:

The Department of Commerce has revised its Export Administration Regulations (Section 369) to *prohibit*, effective Dec. 1, U.S. exporters and related service organizations from taking any action that has the effect of furthering or supporting any restrictive trade practice *which discriminates against U.S. citizens or firms on the basis of race, color, religion, national origin, or sex.* The receipt of requests for such action in connection with any restrictive trade practice must be reported to the Department's Office of Export Administration on Form DIB 630P within 15 business days after receipt. Readers are referred to Export Administration Bulletin No. 149, dated Nov. 20, 1975, for details.

With regard to requests to support restrictive trade practices related to economic boycotts imposed by one country against another country friendly to the United States, the procedures in effect since 1965 remain unchanged, with two exceptions: 1) service organizations (such as banks, insurers, freight forwarders, and shipping companies) receiving a restrictive trade practice request in connection with an export transaction must now report it directly to the Department of Commerce on Form DIB 621P (see also Bulletin No. 149). Previously, such organizations were required to report such requests to the U.S. exporter, who then reported them to the Department; and 2) reporting firms must now indicate on the reporting form whether or not they have complied, or intend to comply, with the reported boycott-related requests for information.

Forms DIB 630P and DIB 621P may be obtained from Exporters Service, Room 1613, U.S. Department of Commerce, 14th and E Streets, N.W., Washington, D.C. 20230, or at any Department of Commerce District Office.

Also effective Dec. 1, the Commerce Department will not disseminate or make available for inspection any tenders or trade opportunity documents which contain conditions intended to support restrictive trade practices or boycotts or which are based on documents known to contain such provisions. Other trade leads from whatever source will continue to be published as usual in this magazine.

Japan's Health Care Expansion Plans Underlie Growing Equipment Market

Japan is planning to step up its medical research programs, improve health care delivery systems, and expand facilities for the aged and those afflicted with pollution-related diseases.

Responding to these expansion plans and the already growing Japanese market for biomedical equipment, 50 U.S. manufacturers of sophisticated life support systems and newly developed medical devices participated in a recent Tokyo exhibition. More than 300 advanced products incorporating the latest medical technology were displayed at the U.S. Trade Center, many of these new to Japan.

Based on the remarks of exhibitors and visitors, as well as on other sources of information, the following types of U.S.-made medical products appear to be among those with the best sales potential in Japan: electro-diagnostic equipment, radiological equipment (including X-ray and nuclear equipment), electro-surgical equipment, electro-dental equipment, artificial organs, automatic biochemical analyzers, and auto-nursing items.

U.S. medical equipment is highly regarded by the Japanese for its performance, reliability, labor saving, handling ease, value and efficiency. As a result, American equipment is widely used and respected there. The market in Japan for biomedical equipment is expected to reach $600 million by 1976. Imports are rising rapidly and are estimated to total by next year about $67 million—of which the United States, Japan's leading supplier, will account for more than half.

Growth in overall demand for advanced medical equipment in Japan has been 15 to 25 percent in recent years and government and private trade sources estimate that this growth should continue at about the same rate.

Visitors from Japanese national and public hospitals, university and private hospitals, clinics and other medical institutions, education and research institutes, government agencies, trading companies, leasing companies, and manufacturers attended the show. The U.S. exhibitors collectively sold or projected sales of advanced medical equipment for the following year in Japan at $7.2 million.

Worldwide Business Outlook

New Year To Bring Italians A Slow Economic Recovery

The short-term outlook in Italy is for a slow revival of economic activity beginning in early 1976 and gradually gaining strength during the year, a relatively moderate degree of price inflation, a slight increase in unemployment but a greater increase in underemployment, and small deficits in the 1975 and 1976 overall balance of payments. Although recent surveys do not show a full return of confidence, adds the U.S. Embassy in Rome, the heavy pessimism shown earlier this year seems to have moderated.

The downturn in Italian economic activity which began in the fourth quarter of 1974 in the wake of governmental tightening of monetary and fiscal controls continued through the first six months of 1975. Some relaxation of monetary controls at the beginning of 1975 was inadequate in preventing Italy from following the rest of the industrialized world into economic recession. However, the balance of payment situation was dramatically improved in the first half of 1975 over the same period in 1974.

Gross domestic product fell by 6.1 percent in the first half of 1975 in real terms over the same period of 1974. Performance for the full year is expected to be within the range of minus 3.5 to minus 4.5 percent, thus indicating a slight recovery in economic activity during the second half.

Anti-recession package

The fiscal and monetary controls imposed in 1974 to correct the balance of payments situation and fight inflation have been re-tuned in 1975 to combat the recession. An "anti-recession" package, decreed in August by the Council of Ministers and subsequently ratified by Parliament, will inject approximately $6.1 billion into the economy in 1976 and subsequent years. The package will assist primarily (a) the construction industry, especially low-income housing and hospital construction, (b) the transportation industry, through acceleration of already contracted highway works, (c) airports and ports, public transportation including subways, and (d) development of the South, through increases in loan funds.

The anti-recession package endeavors to provide stimulus through immediate injection of funds into projects already begun where there was large underutilized production capacity, and thus avoid expansionary projects which could lead to a revival of the inflationary spiral.

Industrial production in Italy in 1975 has been sharply below that for the same period of 1974, registering a minus 12.4 percent through the third quarter. Textiles, paper and paper products, wood and furniture, petroleum products, and printing and publishing have been hit hardest. The average level of industrial production for the year is expected to be 10 to 11 percent below 1974.

The rate of inflation in Italy in 1974 was one of the highest among industrialized countries. While the rate in 1975 is still high, the rate of increase has declined; e.g., the cost of living in January 1975 was 25.1 percent higher than in January 1974 but only 12.7 percent higher in September 75 than September 74.

Wage settlements concluded in 1974 and the cost-of-living sliding scale wage-adjustment mechanism have resulted in nominal wage increases of 26 percent for industrial workers in September 1975 compared with September 1974. The results of the renegotiations of wage contracts in several important sectors in the fourth quarter of 1975 will have a significant impact on the strength and timing of Italy's economic recovery.

Italy's foreign trade balance continued to show improvement through August.

The Italian Government will more than succeed in its goal of eliminating the non-oil deficit in 1975. The overall trade balance (imports c.i.f.) went into surplus in July and August, the latest available data. The shift in the trade account is largely the result of a sharp drop in the volume of imports and of improvement in Italy's terms of trade. Although Italy's exports in volume terms have not grown in 1975, they have still been a source of relative strength, since overall world trade has been contracting and most other sources of domestic demand have been even weaker. In value terms, exports increased by 17.0 percent through August, whereas imports decreased by 11.5 percent.

Stringent efforts by the Italian Government to improve Italy's overall balance of payments situation have resulted in a reduced cumulative deficit through July of $968 million (which includes repayments of nearly $1 billion of Euromarket loans) compared with a $4,242 million deficit for the same period in 1974.

In the first half of the year economic policy in Italy was still mainly aimed at redressing a serious balance of payments deficit and at controlling inflation. In the second half economic policy has been increasingly directed toward stimulating a depressed economy, without at the same time spurring inflation and reversing the recent improvement in the balance of payments. Increased attention is being given in Italy to the need for a "new model" of economic development which would give high priority to productive and social investment than to private consumption. Attention has also been increasingly drawn to the need to restructure Italy's industrial system by (a) moderating the increase in labor costs, (b) favoring greater mobility of labor, (c) promoting the development of industries less dependent upon imported materials, and (d) supporting programs which would reduce Italy's dependence on foreign energy sources.

The government is now preparing a medium-term economic plan as a follow-on to the anti-recession package. The program is still in the early stages of preparation, but is expected to eventually funnel approximately $10-11 billion into the several priority areas of development—especially construction, transportation, energy, Southern development and industrial reconstruction.

The rapid growth of U.S. imports into Italy during 1974 has slowed down as anti-inflationary measures have taken hold. U.S. imports have been up, however, by 10 percent from 1974 (seven months) to 1975 (seven months) in contrast with the fall in imports overall (−11 percent), and consequently have captured a 9.2 percent share of the Italian market in the first half of 1975. This is a significant improvement over the 7.6 percent market share in 1974. For the first seven months of 1975 U.S. imports were valued at nearly $2 billion versus a total of $3.1 billion for all of 1974. The strength in U.S. exports to Italy has been in machinery and equipment and in feed and grains.

The performance of machinery exports is particularly encouraging since machinery is the mainstay of U.S. exports to Italy and faces strong third-country competition. The increase in such exports bodes well for the competitiveness of U.S. manufacturers since it comes at a time of generally weak demand for capital goods. Italian manufacturers have adopted a wait-and-see attitude in the face of economic uncertainties and recent political gains by the left in local elections.

The strength in U.S. machinery exports suggests that higher Italian labor costs are playing a large part in inducing Italian manufacturers to update their industrial plant. Indeed, the absolute necessity for higher worker productivity has been preached by Italian industrial leaders with particular urgency since the dizzy rise in oil prices began. The fact that U.S. imports have done well against their

European competition is indicative of a willingness to pay more for higher technology, which has become relatively less expensive as labor costs have risen.

The recession and resultant retrenchment have given a few U.S. investors in Italy a rocky time over the past year. In some cases U.S. home offices have announced the closing of unprofitable production facilities in Italy and in other cases have sought to increase profitability by paring work forces. These decisions have been greeted with dismay and anger by the labor unions, which traditionally protect job security tenaciously. Some U.S. plants have been occupied by the workers, causing problems all around.

Most investors maintain positions

The picture is not all bleak, however; the number of U.S. companies which are cutting investment commitments in Italy is small compared with U.S. companies maintaining their profit and sales position. What appears to be happening is a shakeout of plants which are finding Italy less profitable as a result of increased unit labor costs. Incoming investment tends to be in capital-intensive industry such as chemicals and pharmaceuticals.

Prospects for advanced machine tools are promising in the medium-term. Sales are considered likely to boom in 1976 as they did in 1974, when retooling followed an earlier period of slow growth. Labor-saving machine tools will lead in sales. Numercially-controlled machine tools; automatic lathes; gear-cutting machine tools; and sharpening, lapping, polishing and grinding machine tools should do particularly well, according to trade sources.

Telecommunications is beginning to be applied to many new fields in Italy and the medium-term outlook is considerably brighter than the slow growth of the past two years would indicate. U.S. exporters will not find ready markets in the common run of telecommunications equipment. But they should do well in specific areas and in specialized applications of recent telecommunications technology, particularly in air traffic control equipment, cable television, satellite communications equipment, medical applications, process control systems, and microwave relay systems.

Although Italian industry is at present in bad shape, the 1976 outlook for construction equipment and supplies is optimistic. This is true because of $3 billion in public money recently announced for construction. Furthermore, Italian design and engineering firms are aggressive and capable bidders for third-world construction projects. Italian companies received $1.3 billion in construction contract awards in 1974 (compared with $315 million in 1972). This trend should continue.

International Business Reports

Foreign Business Practices—Materials on Practical Aspects of Exporting International Licensing and Investing. Published by the U.S. Department of Commerce. 95pp. $1.70.

Written with an eye to the practical needs of U.S. overseas investors, licensors, and exporters, this booklet has been popular since it first appeared in 1967. The 1975 revision, the first in four years, includes three new articles, the most important of which describes the Domestic International Sales Corporation law, which allows U.S. exporters to defer the imposition of federal income taxes on one-half of their export profits by forming special corporations called DISCs. Another new article informs U.S. firms about problems they may face in maintaining the validity of foreign patents. A third offers useful tips for developing a product licensed from a foreign company for U.S. marketing or production.

Information which has made this publication so useful to businessmen in the past has been retained. Several articles have been consolidated and most have been expanded. For example, the article warning of pitfalls of terminating agreements with foreign agents and distributors has been expanded in both detail and number of countries covered, and articles on the protection abroad of patents, trademarks, and know-how have been revised. Previous articles describing simplified methods for carrying commercial samples to foreign countries, special tax benefits available to U.S. firms exporting to the Western Hemisphere, and benefits of arbitration to international traders have been brought up to date. This booklet should be invaluable to all businessmen looking abroad for sales, licensing, or investment, particularly for the first time.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Taxation of Patents, Trademarks, Copyrights, and Know-How. By Jon E. Bischel. $49.50.

According to the publishers, this book is intended to fill the need for a source of documented judgments concerning the federal income taxation of patents, trademarks, copyrights, and know-how. Part I covers Determination and Characterization of Income and Expenses from Licensing Operations, and Part II discusses Tax Treatment of Licensing Income Arising From Foreign Operations. Subjects of international interest that are treated include: transfers to and from foreign corporations; taxing structure—determination of income structure; and tax effect of foreign licensing and technical assistance income on subsidiary and affiliated corporations.

Write: Warren, Gorham & Lamont, Inc., 89 Beach St., Boston, Mass. 02111.

1976 Directory of Machine Tools and Related Products. Published by the National Machine Tool Builders' Assn. 208 pp. Free.

Section I lists every type of machine tool and related product along with names of companies that manufacture them. Section II lists American manufacturers and describes the products they make. Section III is a comprehensive listing of trademarks and names of companies using them. Information is given in five languages.

Includes a 50-page table of contents to assist users in locating various types of products.

Write: National Machine Tool Builders' Assn., 7901 Westpark Dr., McLean, Va. 22101.

Calendar For World Traders

Jan. 6—New York—FCIB Round Table Conference on International Finance, Credit, Collection and Exchange Problems, Summit Hotel.

Jan. 12—Fresno, Calif.—Fresno Rotary Club meeting. Charles Hostler, Deputy Asst. Secretary of Commerce, will discuss U.S. International Trade and Balance of Payments.

Jan. 12-16—New York—World Trade Institute will present four events during this period: Ocean Rate-Making in International Trade; Introduction to International Business Law; Import Documentation and Procedures; International Insurance—Obtaining Maximum Coverage at Minimum Cost.

Jan. 15—S. Orange, N.J.—Seton Hall Univ. conference on Marketing to the Middle East. John Haldane of the Commerce Action Group for the Near East will speak.

Jan. 19-20—Ann Arbor—Seminar on Approaching the World's Automotive Markets. University of Michigan Graduate School of Business Administration. For information about this event, phone 313-763-1387.

Jan. 26-30—New York—Two American Management Assns.' conferences: International Labor Relations, New Laws and Practices; Establishing and Maintaining Joint Ventures With Foreign Partners.

Major World Trade Fairs Listed For U.S. Exhibitors

To assist U.S. businessmen, *Commerce Today* periodically publishes a schedule of future international fairs. These exhibitions range from the general type, which promote sales in numerous product categories, to the highly specialized fair, designed to attract buyers of specific products.

Events are listed by country, city, date, name and fair management address and are generally open to participation by any U.S. company in the related industry. Each firm may make arrangements for its own exhibit, including rental of space and utilities, transportation of products and setting up and manning of the booth.

For information on international trade fairs, please contact the foreign fair management at the listed address or write the Office of International Marketing, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

A listing of trade fairs in the United States appears on pages 31-34.

The following information on upcoming fairs is taken from the latest data available to the Department of Commerce. However, the Department cannot assume responsibility for accuracy of dates or for the outcome of any transactions with foreign fair managements.

Argentina

Buenos Aires

March 27-April 12. II Expos.—Int'l Fair From the Author to the Reader. Books and printing equipment. City of Buenos Aires Exbn. Center. Sociedad Argentina de Escritores-SADE, Uruguay 1371, Buenos Aires.

May 14-23. Int'l Machine Tool Exbn. Palermo Fairgrounds. Camara Argentina de la Maquina Herramienta, Av. Julio A. Roca 516, 3rd Floor, Buenos Aires. Semi-annual.

June 21-27. 7th Int'l Footwear and Leather Industries Expos./Fair. Exbn. Center. Camara de la Industria del Calzado, Rivadavia 4323, Buenos Aires. Annual.

July 10-Aug. 1. 28th Int'l Expos. of Livestock, Agriculture and Related Industries. Palermo Fairgrounds. Sociedad Rural Argentina, Florida 460, Buenos Aires. Annual.

July 16-Aug. 21. III Int'l Clothing Industry Fair. Exbn. Center. Camara Industrial Argentina de la Indumentaria, Av. de Mayo 1370, Buenos Aires.

Aug. 15-Sept. 30. Engineering and Industry World Expos./Fair. Palermo Fairgrounds. Union Argentina de Asociaciones de Ingenieros, Avenida 53, No. 416, La Plata, Province of Buenos Aires.

Oct.-Dec. 4th Int'l Expos. for Human Well-Being. Palermo Fairgrounds. Camara de Comerciantes en Artefactos Para el Hogar, Bartolome Mitre 2162, Buenos Aires.

Rio Negro

Nov. 14-20. 1st Latin American Petrochemical Congress/Expos. Hotel Llao Llao, San Carlos de Bariloche, Province of Rio Negro. Instituto Argentino del Petroleo, Maipu 645, Buenos Aires.

Australia

Orange

Nov. 16-18. Australian National Field Days. Borenore, N.S.W. The Secretary, Australian National Field Days. P.O. Box 310, Orange, N.S.W. 2800. Annual.

Melbourne

March 4-15. Int'l Motor Show. Exbn. Bldg., Melbourne. Australian Automobile Dealers Assn., 464 St. Kilda Rd., Melbourne, Victoria 3004. Annual.

April 5-9. Int'l Business Equipment Fair. Exbn. Bldg., Melbourne. Riddell Exhibition Promotions Pty. Ltd., 166 Albert Rd., South Melbourne, Victoria 3205. Biennial.

May 13-19. Caravan and Camping Show. Exbn. Bldg., Melbourne. Caravan & Industries Assn. of Victoria, 65 Wellington St., Windsor, Victoria 3181. Annual.

June 7-11. 6th Int'l C.E.T.I.A., E.E.E.M.C., 2nd Int'l Labtronex Exbn. and Convention. Exbn. Bldg., Melbourne. Mr. R. J. Glover, Convention and Exhibition Administration, P.O. Box 259, Roseville, N.S.W. 2069.

July 17-25. Herald National Boat Show and Camping Display. Exbn. Bldg., Melbourne. Riddell Exhibition Promotions Pty. Ltd., 166 Albert Rd., South Melbourne, Victoria 3205. Annual.

Aug. 21-29. Sun News-Pictorial Int'l Homes Show. Exbn. Bldg., Melbourne. Riddell Exbn., address same as above. Annual.

Oct. 5-10. Environment '76. Exbn. Bldg., Melbourne. South Pacific Total Concept Exhibitions Pty. Ltd., 475 Pittwater Rd., Brookvale, N.S.W. 2100.

Sydney

March 7-10. Int'l Toy and Sporting Goods Fair. Hilton Hotel, Sydney. The Organisers, ITSGTF, 3rd Floor, 93 Clarence St., Sydney, N.S.W. 2000. Annual.

May 31-June 4. Pakprint. Sydney Showgrounds. I.P.C. Exhibitions, 3-13 Queen St., Chippendale, N.S.W. 2008. Every 6 years.

June 18-23. Caravan and Outdoor Living Show. Sydney Showgrounds. Daniel and Cruickshank Pty. Ltd., 11 Clark St., Crows Nest, N.S.W. 2065. Annual.

July 4-8. Int'l Catering Trade Fair. Sydney Showground. I.P.C. Exhibitions Pty., Ltd., 3-13 Queen St., Chippendale, N.S.W. 2008. Biennial.

Aug. 6-11. Sydney Int'l Boat Show. Sydney Showgrounds. Boating Industry Assn., 11 Clark St., Crows Nest, N.S.W. 2065. Annual.

Aug. 27-Sept. 4. Sydney Int'l Motor Show. Sydney Showgrounds. Chamber of Automotive Industries, P.O. Box 311, Kings Cross, Sydney, N.S.W. 2011. Annual.

Sept. 13-18. Australian Int'l Engineering Exbn. Sydney Showgrounds. Thomson Exhibition Promotions Pty. Ltd., P.O. Box 65, Chippendale, N.S.W. 2008. Annual.

Oct. 19-23. Hospmedex '76. Sydney Showgrounds. South Pacific Total Concept Exhibitions Pty. Ltd., 475 Pittwater Rd., Brookvale, N.S.W. 2100. Every 4 years.

Oct. 25-29 (tentative). Teachaid Exbn. Sydney Showgrounds. Convention and Exhibition Administration, P.O. Box 259, Roseville, N.S.W. 2069. Biennial.

Austria

The following initials used below indicate recurring fair organizer addresses:

CFS=Contact-Fachmessen Salzburg Ges. m.b.H. & Co. KG., Suedtiroler Platz 11, Postfach 285, A-5024 Salzburg.

OB=Oesterreichisches Bauzentrum, Fuerstengasse 1, A-1090 Vienna.

WM=Wiener Messe A.G., Messeplatz 1, A-1071 Vienna.

Baden

June 2-4. Oesterr. Roengenkongress mit Ausstellung (X-Ray Congress and Exbn.) Kongresshaus, Kaiser-Franz-Josef Ring 1, A-2500 Baden. Aerztezentrale, Helferstorferstrasse 1, A-1010 Vienna. Unique.

Dornbirn

July 31-Aug. 8. 28th Dornbirn Fair (Investment and Consumer Goods). Fairgrounds Dornbirn. Export und Mustermesse Ges. m.b.H., Realschule 6, A-6850 Dornbirn. Annual.

Graz

April 30-May 9. Graz Spring Fair. Fairgrounds Graz, Styria. Grazer Suedost-Messe reg.Gen.m.b.H., Messeplatz 1, A-8011 Graz. Annual.

Oct. 2-10. Graz Fall Fair. Same as above.

Innsbruck

March 18-21. Umweltschutz (Pollution Control). Kongresshaus, Rennweg 3-5, A-6020 Innsbruck. Offerta Werbe—und Austellungsges. m.b.H., Fuerstengasse 1, A-1090 Vienna. Unique.

Salzburg

March 5-7 and Sept. 3-5. JIM (Int'l Young Fashion). Fairgrounds, Bessarabierstrasse 100, Salzburg. CFS. Semi-annual.

March 19-21 and Sept. 17-19. OESFA Int'l (Int'l Sporting Goods Fair). Fairgrounds, Bessarabierstrasse 100. CFS. Semi-annual.

April 4. JASPOWA (Int'l Hunting & Fishing Equipment Show). Exbn. Center, Salzburg. Arbeitsgemeinschaft fuer Fachausstellungen, Loquaiplatz 13, A-1060 Vienna. Biennial.

May 14-16. EXPO-SA (Int'l Jewelry Fair). Exbn. Center, Salzburg. CFS. Annual.

Sept. 8-12. Project Life 2000 (Int'l Pollution Control Congress & Exbn.). Exbn. Center, Salzburg. CFS. Biennial.

Sept. 30-Oct. 2. Buero '77 (Office Equipment & Furniture, EDP, Printing, etc.). Exbn. Center, Salzburg. CFS. Unique.

Tulln

March 26-28 and April 2-4. Campa & Boot '76 (Camping & Boat Show). Fairgrounds Tulln. Tullner Blumen—und Gartenbau—Messe Ges.m.b.H., A-3430 Tulln. Annual.

Vienna

Jan. 24-26 and Nov. 6-8. ETA (Household Articles and Hardware Fair). Messepalast, A-1071 Vienna. WM. Semi-annual.

Jan. 27-30. Einkaufstage der Handelsketten (Shopping Days for Chain Stores). Bauzentrum, Vienna. OB. Annual.

March 10-14. Vienna Int'l Spring Fair. Fairgrounds, A-1020 Vienna. WM. Annual.

March 11-14 and Sept. 9-12. Lederwaren Exquisit (Leather Goods and Travel Accessories Show). Messepalast, A-071 Vienna. WM. Semi-annual.

March 20-21 and Sept. OESMU (Shoes). Messepalast, A-1071 Vienna. WM. Semi-annual.

April 1-3. Praesenta '76 (Souvenirs & Gifts). Bauzentrum Vienna. OB. Annual.

May 18-22. IFABO '76. (Int'l Business Equipment Fair). Fairgrounds, A-1020 Vienna. WM. Annual.

Sept. 11-19. Vienna Int'l Fall Fair. Fairgrounds, A-1020 Vienna. WM. Annual.

Oct. 6-10. HIFI Fachausstellung '76. (Int'l HiFi and Stereo Equipment Show). Bauzentrum, Vienna. OB. Annual.

Oct. 17-21. INTERHOGA—Austria '76 (Int'l Hotel and Catering Equipment Show). Fairgrounds, A-1020 Vienna. WM. Annual.

Oct. 19-21. IFAS (Medical & Hospital Equipment Fair). Messepalast, A-1071 Vienna. WM. Annual.

Wels

Jan. 29-Feb. 1. TEX-BO '76 (Int'l Home

Furnishings Fair). Fairgrounds Wels, Upper Austria. CFS. Annual.
April 7-10. EURO-PACK (Int'l Packaging Fair). Fairgrounds Wels, Upper Austria. CFS. Annual.
April 7-10. IFL (Int'l Conveying & Storing Equipment Show). Fairgrounds Wels, Upper Austria. CFS. Annual.

Belgium

Brussels

Jan. 11-15. HORESCA. Int'l hotel & restaurant equipment exbn. Centre Int'l Rogier. Mrs. Ruysseveldt, Av. E. Benes 183, 1080 Brussels. Annual.
Feb. 14-17. INDROPA. Int'l notions, drugstore supplies & perfumery exbn. Centre Int'l Rogier. Mrs. Ruysseveldt, same address as above. Annual.
Feb. 20-29. BATIBOUW 76. Construction materials, decoration articles, home. Palais du Centenaire. Brussels International Trade Fair, Palais du Centenaire, 1020 Brussels. Annual.
March 13-21. International Book Fair. Centre Int'l Rogier. Foire du Livre, ASBL., Av. du Parc 111, 1060 Brussels. Annual.
March 28-31. HOMELECTRIC. Electrical & household appliances. Centre Int'l Rogier. Sogestor, SPRL., Rue Duquesnoy 14, 1000 Brussels. Biennial.
April 24-May 9. 49th Brussels Trade Fair. Palais du Centenaire. Brussels International Trade Fair, Palais du Centenaire, 1020 Brussels. Annual.
May 18-20. COMPEC. Mini-computers & peripherals. Centre Int'l Rogier. Mr. Gordon Johns, Trident Conferences & Exhibitions Ltd., Abbey Mead House, 23a Plymouth Rd., Tavistock, Devon PL 19 8AV, U.K.
May 20-26. PROPACK. Palais du Centenaire. Brussels International Trade Fair, Palais du Centenaire, 1020 Brussels. Next show either 1978 or 1979.
May 20-26. Industrial Equipment. Palais du Centenaire. Brussels International Trade Fair, Palais du Centenaire, 1020 Brussels. Biennial.
Sept. 12-15. BABY-SHOW. Palais du Centenaire. Brussels International Trade Fair, Palais du Centenaire, 1020 Brussels. Annual.
Oct. 24-26. VAC-EXPO. Sporting goods, camping equipment, garden furnitures and bicycles. Centre Int'l Rogier. VAC-EXPO, Av. Charles Quint 345, 1080 Brussels. Annual.
Nov. 20-23. INCOF. Int'l Optical Fair. Centre Int'l Rogier. Sogestor, SPRL., Rue Duquesnoy 14, 1000 Brussels. Biennial.
Sept. 11-15. Own Your Own Business Show. Palais du Centenaire. Visumat, asbl., Rue Marianne 34, 1180 Brussels. Biennial.
Nov. 21-25. INDUSSELEC. Industrial Electricity Trade Fair. Centre Int'l Rogier. Sogestor, SPRL., Rue Duquesnoy 14, 1000 Brussels. Biennial.
Dec. 4-12. Int'l Woodworking Show. Palais du Centenaire. Brussels International Trade Fair, Palais du Centenaire, 1020 Brussels. Biennial.

Ghent

Jan. 31-Feb. 2. TEXTIRAMA. Textile & clothing. Ghent Fair Ground. Textirama, asbl., Maartelaarslaan 15, 9000 Ghent. Annual.

Brazil

Novo Hamburgo

Oct. 22-31. 1st Agro-Industrial Fair of Latin America. FENAC Exbn. Park. FENAC S.A., Av. Nacoes Unidas 3825, Novo Hamburgo, RS, Brazil.

Rio de Janeiro

Nov. 19-28. 1st Int'l Fair of Rio. Sao Cristova Exposition Pavilion. Brasilia Empreendimentos S.A., Rua Sao Clemente 409, Rio de Janeiro.

Sao Paulo

Fairs listed for Sao Paulo are held in the Exposition Center—Parque Anhembi, write: Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60, Sao Paulo—SP.
May 17-23. FUSE—10th Int'l Office Machines and Equipment Fair.
Aug. 13-22. INTERDIDATICA—1st Int'l Educational Equipment Fair.

Bulgaria

Plovdiv

June 6-12. Specialized technical exhibition of metal-cutting machines and aggregate lines with programmed control. Plovdiv Fairgrounds. Chamber of Commerce and Industry, 11A Stamboliyski Blvd., Sofia.
Sept. 3-10. Plovdiv Int'l Fair. Chamber of Commerce, address above. Annual.
Nov. 1-8. Int'l exbn. of textiles, ready-made garments, knitwear, haberdashery items, passementerie, jewelry, perfumes and cosmetics. Plovdiv Fairgrounds. Chamber of Commerce, address above.

Sofia

Oct. 3-9. Int'l Book Exhibit. Committee on Printing, 11 Slaveykov Sq., Sofia, and Hemus, 6 Ruski Blvd., Sofia. Annual.

Canada

Calgary

May 30-June 1. Furniture West. Stampede Park. Manitoba Furniture Mfrs. Assn., Box 164, Postal Station C, Winnipeg, Man. R3M 3S7. Annual.
June 8-11. Nat'l Petroleum Show. Stampede Park. Southex Trade Shows, 330 9 Ave., #110, Calgary, Alta. T2P 1K7. Biennial.

Edmonton

March 29-April 3. Canadian Western Farm & Ranch Show. Sportex Bldg., Exhibition Grounds. Southex Trade Shows, 330 9 Ave., #110, Calgary, Alta. T2P 1K7. Annual.

Montreal

Jan. 9-18. AUTO '76. Place Bonaventure. Montreal Int'l Auto Salon Ltd., 3600 Barclay Ave., Suite 460, Montreal, Que. Annual.
Jan. 22-25. CSGA. Nat'l Convention & Exbn., Sporting Goods. Place Bonaventure. Canadian Sporting Goods Assn., 1315 de Maisonneuve Blvd., W., Suite 702, Montreal, Que. Annual.
Feb. 27-March 7. Salon Nautique '76 (Nat'l Boating Show). Place Bonaventure. Allied Boating-Canada, 5890 Monkland Ave., #306, Montreal, Que. Annual.
March 14-18. Montreal Spring Gift Show. Place Bonaventure. Southex (1970) Ltd., 1450 Don Mills Rd., Don Mills, Ont. M3B 2X7. Annual.
March 15-18. Hotel, Restaurant & Institution Suppliers Exbn. Place Bonaventure. Hotel & Restaurant Suppliers Assn., Inc., 474 St. Alexis St., Montreal, Que. Annual.
April 23-25. Int'l Salon of Farm Machinery. Place Bonaventure. Exposition Agricole, Inc. 10,819 St. Denis St., Montreal, Que. Biennial.
May 19-23. Montreal Int'l Book Fair. Place Bonaventure. Foire Internationale du Livre de Montreal, 436 Sherbrooke St. E., Montreal, Que. Annual.
June 1-4. Canadian Plant Engineering & Industrial Equipment Show. Place Bonaventure. Industrial & Trade Shows of Canada, 481 University Ave., Toronto, Ont. M5V 1A7. Biennial.
June 13-17. Montreal Furniture Market. Place Bonaventure. Quebec Furniture Mfrs. Assn., P.O. Box 1002, Place Bonaventure, Montreal, Que. Annual.
Aug. 22-26. Montreal Fall Gift Show. Place Bonaventure. Southex (1970) Ltd., 1450 Don Mills Rd., Don Mills, Ont. M3B 2X7 Annual.
Aug. 28-30. Canadian Int'l Footwear Exposition. Place Bonaventure. Shoe Mfrs. Assn. of Canada. 1010 Ste. Catherine St., W. Suite 710, Montreal, Que. Annual.
Sept. 28-30. Canadian Computer Show. Place Bonaventure. Industrial & Trade Shows of Canada, 481 University Ave., Toronto, Ont. M5W 1A7. Annual. Alternates between Montreal and Toronto.
Oct. 14-17. Montreal Ski Show. Place Bonaventure. P.R. Charette, Inc., 5890 Monkland Ave., #306, Montreal, Que. Annual.
Nov. 2-7. Int'l Salon of Food & Agriculture. Place Bonaventure. Exposition Agricole, Inc. 10,819 St. Denis St., Montreal, Que. Biennial.

Toronto

Jan. 11-14. Canadian Floorcovering Market. Exhibition Park. Southex (1970) Ltd., 1450 Don Mills Rd., Don Mills, Ont. M3B 2X7. Annual.
Jan. 25-28. Toronto Spring Gift Show. International Centre. Edwin L. Kastner Show Productions Org., Ltd., 45 Charles St., E., Toronto, Ont. M4V 1S2. Annual.
Jan. 27-30. Canada Farm Show. Exhibition Park. Trans Canada Expositions Ltd., 20 Butterick Rd., Toronto, Ont. M8W 3Z8. Annual.
Feb. 8-11. Canadian Hardware Show. Exhibition Park. Canadian Retail Hardware Assn., 219 Merton St., Toronto, Ont. M4S 1B2. Annual.
March 2-4. Canadian Education Showplace. Exhibition Park. Canadian Education Showplace, 481 University Ave., Toronto, Ont. M5W 1A7. Annual.
March 9-18. Toronto Int'l Boat Show. Exhibition Park. Toronto Int'l Boat Show, Suite 4904, Box 168, Toronto-Dominion Centre, Toronto, Ont. M5K 1H8. Annual.
March 30-April 1. Canadian Premium Incentive Show & Conference. International Center. Canadian Premium Incentive Show, 481 University Ave., Toronto, Ont. M5W 1A7. Annual.
Apr. 25-28. HOSTEX '76. Coliseum & Industry Bldg., CNE Park. Canadian Restaurant Assn., 94 Cumberland St., 8th Floor, Toronto, Ont. M5R 1A3. Annual.
May 4-6. Manufacturing Opportunities Show. Queen Elizabeth Bldg., Exhibition Park. Ontario Ministry of Industry and Tourism, 900 Bay St. Toronto, Ont. M7A 1S6. Triennial.
May 14-17. Canadian Graphics Arts Show. Exhibition Park. Industrial & Trade Shows of Canada, 481 University Ave., Toronto, Ont. M5W 1A7. Triennial.
Aug. 8-11. Toronto Fall Gift Show. International Center, Edwin L. Kastner Show Productions Org., Ltd., 45 Charles St., E., Toronto, Ont. M4Y S2. Annual.
Oct. 13-15. Canadian Chemical Process Equipment Exhibition. Exhibition Park. Southex (1970) Ltd., 1450 Don Mills Rd., Don Mills, Ont. M3B 2X7. Biennial.
Dec. 7-9. Canadian Construction Show. Exhibition Park. Industrial & Trade Shows of Canada, 481 University Ave., Toronto, Ont. M5V 1A7. Biennial.

Vancouver

Jan. 14-18. Vancouver Recreational Vehicle Show. Exhibition Park. TO-RO Enterprises Ltd., 263 Fell St. S., Burnsby, B.C. Annual.
Jan. 23-Feb. 1. Vancouver Int'l Auto Show. Exhibition Park. Automobile Dealers Assn. of Greater Vancouver, 1037 West Broadway, Vancouver, B.C. Annual.
Feb. 13-22. Vancouver Home Show. Exhibition Park. Southex (1970) Ltd., 2000 West 12th St., Vancouver, B.C. Annual.
Feb. 27-March 7. Vancouver Boat and Sport

Show. Exhibition Park. Harmon-O'Loughlin Enterprises Ltd., 263 Fell St. S., Burnsby, B.C. Annual.
March 21-23. Vancouver Spring Gift Show. Exhibition Park. Southex (1970) Ltd., 2000 West 12th Ave., Vancouver 9, B.C. Annual.
March 22-24. Food & Hospitality Show. Hyatt House Hotel. Canadian Restaurant Assn., 4424 Main St., Vancouver, B.C. Annual.
June 10-20. MARKETPLACE '76 — Sixth British Columbia Int'l Trade Fair. Exhibition Park. B.C. Govt. Dept. of Econ. Development, 700 W. Georgia St., Suite 1640, Vancouver, B.C. Triennial.
August. Abbotsford Int'l Air Show. Abbotsford Airfield. Abbotsford Int'l Airshow, Inc., P.O. Box 361, Abbotsford, B.C. Annual.
Sept. 11-19. Vancouver On-the-Water Boat Show. Airport-Hyatt Marina. Harmon-O'Loughlin Enterprises Ltd., 263 S. Fell St., Burnsby, B.C. Annual.
Sept. 29-Oct. 1. B.C. Int'l Forest Industries Equipment Exbn. Exhibition Park. Southex (1970) Ltd., 2000 West 12th Ave., Vancouver, B.C. Annual.

Chile

Santiago

Oct. 28-Nov. 14. FISA—Feria Internacional de Santiago. Industrial, commercial and agricultural equipment and livestock. Máximo Valdés, President, Sociedad Nacional de Agricultura (S.N.A.), Tenderini 187, Santiago. Annual.

China, People's Republic of

Canton

April 15-May 15 and Oct. 15-Nov. 15. Chinese Export Commodities Fair. Heavily export-oriented and only Chinese commodities displayed; but the fair provides a venue for contacts between foreign firms and Foreign Trade Corporation regarding possible sales to China. Biannual. For details contact Bureau of East-West Trade, U.S. Department of Commerce, Washington, D.C. 20230.

Colombia

Bogota

July 10-25. Int'l Trade Fair of Bogota. Corporacion de Ferias & Esposiciones, Attn: Dr. Oscar Perez, Gerente Carrera 40 No. 22-C-67, Bogota. Biennial.

Czechoslovakia

Bratislava

June 26-July 2. INCHEBA (chemical fair). Bratislava Fairgrounds. INCHEBA Pzo, 24, Drienova, 829 57 Bratislava. Annual.

Brno

Fair organizer address: Brno Trade Fairs & Exhibitions, 1 Vystaviste, 602 00 Brno. Fairs are held at Brno Fairgrounds.
Feb. 18-25. SALIMA—Int'l Food Fair (food processing and packaging equipment). Annual.
April 22-29. Consumer Goods Fair. Annual.
June 21-25. FONDEX—Int'l Foundry Exbn. Quadrennial.
Oct. 19-24. INDEX—Int'l Exbn. of Inventions and Technical Novelties. Biennial.
Nov. 11-18. PRAGOTHERM (heating and air-conditioning equipment). Annual.

Denmark

Billund

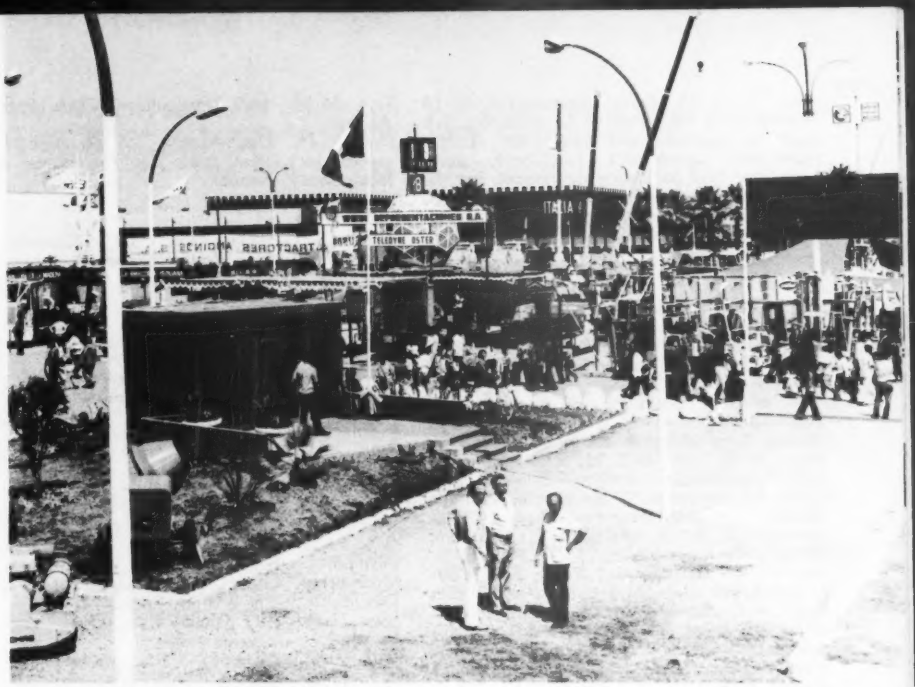
Aug. 12-15. Billund Aviation Fair. Billund Airport. Billund Aviation Fair, DK-7190 Billund. Biennial.

Copenhagen

(The initials BC used below indicate a recurring fair organizer address: Bella Center A/S, Center Boulevard, DK-2300 Copenhagen S.)
Jan. 3-5. SCANDEFA '76—Scandinavian Dental Fair. Bella Center Exbn. Hall. Committee for Post Graduate Education of Danish Dental Assn., 15 Mosedalsvej, DK-2500 Copenhagen-Valby. Annual.
Feb. 15-17 and Sept. 3-5. 10th and 11th Scandinavian Menswear Fair. Bella Center Exbn. Hall. BC. Semi-annual.
Feb. 27-March 3. Vvs '76—Int'l Fair and Congress, Heating Ventilating, Air Conditioning, Sanitation. Bella Center Exbn. Hall. Dansk VVS-information, 2 Slotsgade, DK-2200 Copenhagen N. Triennial.
March 6-8 and Sept. 25-27. Shoe Fair. Bella Center Exbn. Hall. Assn. of Danish Footwear Wholesalers, 8 Esplanaden, DK-1358 Copenhagen K. Semi-annual.
March 14-17 and Sept. 12-15. 21st and 22nd Scandinavian Fashion Week (Women's Wear). Bella Center Exbn. Hall. BC. Semi-annual.
March 28-30. SCAN FAIR '75—Scandinavian Hardware Trade Fair. Bella Center Exbn. Hall. BC. Annual.
May 1-4. Scandinavian Gold & Silver Fair '76. Bella Center Exbn. Hall. BC. Annual.
May 12-16. Scandinavian Furniture Fair 1976. Bella Center Exbn. Hall. BC. Annual.
May 12-16. Formland Copenhagen '76—Scandinavian Fair of Arts and Handcrafts. Bella Center Exbn. Hall. BC. Annual.
June 6-17. Miljo og Sikkerhed '76—Environment and Safety. Bella Center Exbn. Hall. BC. First time.
Aug. 20-29. Hafnia '76 — International Stamp Exbn. Bella Center Exbn. Hall. BC. First time.
Sept. 1-4. Trans '76—Int'l Exbn. of Materials Handling Equipment and Material Flow Systems for Production, Warehousing and Transport. Bella Center Exbn. Hall. BC. Triennial.
Sept. 28-Oct. 2. INTERTOOL—Int'l Fair for Machine Tools and Tools. Bella Center Exbn. Hall. BC. Triennial.
Oct. 10-24. EL '76—Electric Fair. Bella Center Exbn. Hall. BC. First time.
Nov. 6-14. Copenhagen Int'l Boat Show. Bella Center Exbn. Hall. BC. Annual.
Nov. 23-26. INDUSTRIKONTAKT—Int'l Fair for Subcontractors of Processes and Components. Bella Center Exbn. Hall. BC. Annual.

Herning

(The initials HH used below indicate a recurring fair organizer address: Herning Hallen A/S, DK-7400 Herning.)
Jan. 27-31. AGRO-MEK—Int'l Fair for Agricultural Mechanization and Breeding Stock. Herning Exbn. Hall. Sponsored by various Danish Agricultural Assns. HH. First time.
April 4-7. INTER-DISCO '76—Int'l Fair for Discoteque Equipment. Herning Exbn. Hall. HH. First time.
June 10-14. FURNIWOOD—Machinery and Raw Materials for Woodworking and Furniture Industries. Herning Exbn. Hall. HH. First time.
Sept. 7-12. HI-76—Building and Construction Fair. Herning Exbn. Hall. HH. Biennial.



U.S. PAVILION AT PERU FAIR—*American firms participate in trade exhibitions on many continents. Tecnomar '75, the 9th Int'l Pacific Trade Fair, was held in Lima last month.*

Egypt

Cairo

March 8-27. Cairo Int'l Fair. Cairo Exbn. Grounds, Gezira. Director General, Cairo International Fair, Exhibition Grounds, Gezira, Cairo. Annual.
June 7-17. Cairo Int'l Exbn. for Hotels and Tourist Establishment Equipment. Cairo Exbn. Grounds, Gezira. Director General of Cairo International Fair, Cairo International Exhibition for Hotels and Tourist Establishment Equipment, Exhibition Grounds, Gezira, Cairo. Application forms can be obtained at Embassy of Egypt, 2310 Decatur Place, NW., Washington, D.C.

El Salvador

San Salvador

(All fairs held in San Salvador are at the International Fair Grounds—Feria Internacional de El Salvador, Avenida Revolucion, San Benito, San Salvador, El Salvador, Attn: Mrs. Miriam de Garcia Prieto.)
May 2-10. EXPICA 76. Exposicion Pecua Ya Del Itsmo Centroamericano (Central American Livestock Exhibit). Livestock, dairy and agricultural equipment and supplies. Annual.
July 3-11. II Feria Nacional de la Alimentacion (II National Nutrition Fair). Food processing and packaging equipment. Annual.

Nov. 7-22. 7A. Feria Internacional de El Salvador (7th Int'l Fair of El Salvador). All types of products and equipment. Target industries: agricultural machinery, food processing and packaging equipment, healthcare equipment, communication equipment, textile machinery, water pumps, transportation equipment. Biennial.

Finland

Helsinki

Feb. 6-15. Helsinki Int'l Boat Show '76. Helsinki Fair Center. Finnish Fair Corp., P.O. Box 24, SF-00521 Helsinki 52; Telex 121119 Fexpo SF; Cable: Finnexpo. Annual.
April 6-11. Int'l Building Fair and HEPAC '76 (heating, plumbing, air-conditioning). Helsinki Fair Center, Finnish Fair Corp., address same as above. Biennial.
May 26-30. 7th Int'l Materials Handling and Transportation Exhibit. Helsinki Fair Center. Suomen Kuljetustaloudellinen Yhdistys (Finnish Transport Assn.), Katajanokankatu 5 D, SF-00160 Helsinki 16. Every several years.
Sept. 9-19. Helsinki Int'l Trade Fair. Consumer goods. Helsinki Fair Center. Finnish Fair Corp., address above. Biennial.
Oct. 5-9. Exbn. of business machines and equipment, KT-76. Helsinki Fair Center. Finnish Fair Corp., address above. Every several years.
Oct. 26-30. Helsinki Int'l Technical Fair (electrical technology). Helsinki Fair Center. Finnish Fair Corp., address above. Annual.

German Democratic Republic

Leipzig

March 14-21 and Sept. 5-12. Leipzig Fair. Spring Fair; metallurgy, heavy machinery, machine tools, electrical engineering, data processing, textiles and clothing, consumer goods, other products. Autumn Fair: chemical industry, textile, printing and papermaking machinery, automotive products, medical and surgical equipment, consumer goods, other products. Leipzig Fairground and Fair Buildings, City Center, Leipzig Fair Authority, 701 Leipzig, Postfach 720. Semi-annual.

Germany, Federal Republic of

Berlin

Berlin fairs are held at Municipal Fair Grounds. Sponsor is AMK Berlin, Ausstellungs—Messe-Kongress GmbH, D-1000 Berlin 19, Messedamm 22.
Jan. 23-Feb. 1. Int'l Green Week. Annual.
Feb. 28-March 7. 10th Int'l Tourism Exchange. Annual.
June 8-12. Int'l Pharmaceutical and Medical-Technical Exbn. (with Dental Congress). Annual.
Aug. 25-29. 14th Overseas Import Fair. Annual.
Sept. 18-26. German Industries Exbn. Annual

Cologne

Fairs are held at the Cologne Fairgrounds. Sponsor is Messe-und Ausstellungs-GmbH., 5 Koeln 21, Postfach 210760.
Jan. 20-25. Int'l Furniture Fair. Biennial.
Feb. 2-6. ISM '76 (Int'l Sweets & Biscuit Fair). Annual.
Feb. 12-15. DOMOTECHNICA (Int'l Fair for Household Machines & Electrical Appliances). Annual.
Feb. 14-17. Int'l Housewares Fair. Annual.
Feb. 16-19. Int'l Hardware Fair. Annual.
March 12-14. Int'l Fair for the Child. Semi-annual.
Sept. 10-16. PHOTOKINA—WELTMESSE DER PHOTOGRAPHIE (Int'l Photo & Cinematographic Exbn.). Biennial.
Sept. 26-28. SPOGA (Int'l Trade Fair for Sports Goods, Camping Equipment & Garden Furniture). Annual.
Sept. 26-28. Int'l Horticultural Trade Fair. Annual.
Oct. 19-24. ORGATECHNIC '76 (Incorporating the Int'l Office Trade Fair for Fittings & Equipment). Annual.

Dortmund

May 17-21. INTERSCHUL (Int'l Education Materials Exbn.) Westfalenhalle. Westfalenhalle, 46 Dortmund, Rheinlanddamm 200, Postfach 1130. Biennial.

Duesseldorf

Fairs are held at the Duesseldorf Fairgrounds. The initials DM indicate recurring fair organizer, sponsor and address: Duesseldorfer Messegesellschaft mbH.-NOWEA, 4 Duesseldorf 30, Postfach 320203.
Jan. 24-Feb. 2. BOOT (7th Int'l Boat Show). DM. Annual.
Feb. 21-25. PRO-IN. '76 (Exbn. Design Engineering & Licensing). DM. First time.
March 14-17, April 25-29, Sept. 12-15, and Oct. 24-28. IGEDO (108th to 111th Int'l Fashion Fair). IGEDO-Internationale Modemesse GmbH., 4 Duesseldorf 30, Freiligrathstr. 28. 4 times a year.
May 22-29. Int'l Mining Exbn. DM. Every 18 years.
June 15-19. INTEROCEAN '76 (3rd Int'l Conference & Exbn. Research-Technology-Economics). DM. Every 3 years.
Sept. 24-29. Hifi '76 (3rd Int'l Exbn. with Festival). DM. Every 6 years.
Nov. 30-Dec. 4. THERMOPROCESS '76 (Int'l Trade Exbn. for Industrial Furnaces & Thermic Production Processes with Congress). DM. Biennial.

Essen

All shows held in Grugahalle. Sponsor and address for each: AMGE *Ausstellungs-und Messe-Gesellschaft mbH., 43 Essen 1, Norbertstr. 56.*
March 11-14. SANITAER HEIZUNG KLIMA (6th Sanitary, Heating Equipment & Air Conditioning Trade Exbn.). Biennial.
March 20-28. CAMPING '76 (23rd German Camping Exbn. & Int'l Boat Show). Biennial.
Sept. 25-Oct. 3. 15th Int'l Caravan Exbn. Annual.

Frankfurt

Fairs are held at the Frankfurt Fair Grounds. The initials MA indicate a recurring fair organizer, sponsor and address: Messe-und Ausstellungs-GmbH., 6000 Frankfurt Am Main 97, Friedrich-Ebert-Anlage 57, Postfach 970126.
Jan. 14-18. Int'l Trade Fair for Home Textiles, Floor Coverings & Household Textiles. MA. Annual.
Feb. 22-26. Frankfurt Int'l Spring Fair. MA. Annual.
April 7-11. Int'l Fur Fair. Frankfurter Rauchwaren-Messe-GmbH., 6 Frankfurt/Main, Bettinaplatz 1, Postfach 7787 Annual.
May 18-21. 35th INTERSTOFF (Int'l Fair for Clothing Textiles—Spring). MA. Annual.
June 20-26. ACHEMA. Dechema, 6 Frankfurt/Main, 97, Postfach 970146. Every three years.
Aug. 29-Sept. 1. Frankfurt Int'l Fall Fair. Annual.
Sept. 16-21. Frankfurt Book Fair. Ausstellungs-und Messe-GmbH. Des Borsenvereins Des Deutschen Buchhandels, 6 Frankfurt/Main 1, Kleiner Hirschgraben 10-12, Postfach 2404. Annual.
Sept. 25-29. AUTOMECHANIKA '76. MA. Semi-annual.
Oct. 12-16. Int'l Dairy Engineering Exbn. Deutsche Landwirts Chafts-Gesellschaft DLG, 6000 Frankfurt/Main, Zimmerweg 16. Semi-annual.
Oct. 21-28. IKA (Int'l Culinary Art Exbn. & 24th Federal German Hotel & Restaurant Trade Show). MA. Every 4 years.
Nov. 23-26. 36th INTERSTOFF (Int'l Fair for Clothing Textiles—Fall). MA. Annual.

Hamburg

Fairs are held at Hamburg Messe and Congress GmbH Fairgrounds.
Sept. 21-25. Exbn. & Congress Ship, Machinery. Marine Technology Int'l. Vereinigung Deutscher Schiffsingenieure, c/o Verein der Schiffsingenieure zu Hamburg e. V., 2 Hamburg 36, Amelungstrasse 5. Every 2 years.
Sept. 21-25. Int'l Oil-Environment-Pollution Exbn. & Congress. Hamburg Messe und Congress GmbH., 2 Hamburg 36, Jungiusstrasse 18. First time.
Oct. 16-24. German Int'l Boat Show. Deutscher Boots-und Schiffbauer Verband, 2 Hamburg 36, Jungiusstrasse 18. Annual.
Nov. 9-12. Trade Fair & 3rd European Microfilm Congress. Committee for Economic Administration in Industry and the Public Sector, 6 Frankfurt/Main. Every 2 years in alternating cities.
Nov. 16-20. ITE (Int'l Transport Exbn.). Foerderung der Studiengesellschaft Fuer den Kombinierten Verkehr, 6 Frankfurt/Main. Every 4 years.

Hanover

April 28-May 6. Hanover Fair '76. Hanover-Messegelaende. Deutsche Messe-und Ausstellungs A.G., 3 Hanover-Messegelaende. Annual.
May 1-9. German Aerospace Show '76. Flughafen Langenhagen. Bundesverband der Deutschen Luft-und Raumfahrtindustrie e. V., 53 Bonn-Bad Godesberg, Heerstr. 90. Every 2 years.

Munich

Fairs are held at the Munich Fairgrounds. The initials MA indicate a recurring fair organizer address: Muenchener Messe-und Ausstellungs-gesellschaft mbH, D-8000 Munich L12, Postfach 12 10 09.
Jan. 22-29. BAU '76 (5th Int'l Trade Exbn. of Building Materials, Building Systems, Building Renovation). MA. Every 4 years.
Feb. 7-15. 7th Caravan and Boot plus 2nd Int'l Travel Market. MA. Annual.
Feb. 14-17. Inhorgenta '76 (3rd Int'l Trade Fair for Watches, Clocks, Jewelry, Precious Stones, and Silverware with Manufacturing Equipment). MA. Annual.
Feb. 26-29. ISPO '76 (Int'l Sports Equipment Fair). MA. Annual.
March 13-21. 28th Int'l Light Industries and Handicrafts Fair. Gesellschaft Fuer Handwerksausstellungen und-messen mbH, D-8000 Munich 2, Theresienhoehe L14. Annual.
March 28-April 1, and Oct. 3-7. Mode Woche (Int'l Fashion Fair). Mode-Woche-Muenchen GmbH, D-8000 Munich 2, Theresienhoehe 15. Semi-annual.
April 9-13. Analytica '76. MA. Biennial.
May 21-27. Int'l Agriculture Show. Deutsche Landwirtschafts-Geselleschaft, D-6000 Frankfurt/Main 1, Zimmerweg 16. Biennial.
Sept. 4-7. Winterdienst '76 (4th Int'l Trade Exbn. of Winter Service Equipment with Conferences). MA. Biennial.
Sept. 16-22. IKOFA '76 (11th Int'l Trade Fair of the Food Industry). MA. Biennial.
Nov. 3-5. Buero '76 (9th Trade Exbn. Office Machines, Office Furniture, Organizational Methods). MA. Every 3 years.
Nov. 25-Dec. 1. Electronica '76. MA. Biennial.

Nuremberg

Fairs are held at the Nuremberg Fair Center.
Feb. 7-13. Int'l Toy Fair. Spielwarenmesse eg, D-85000 Nuremberg, Messezentrum. Annual.

April 9-12. IWA '76 (Int'l Exbn. of Hunting and Sporting Weapons, Hunting and Fishing Equipment). NMA Nuernberger Messe-und Ausstellungsgesellschaft mbH, D-85000. Nuremberg, Messezentrum. Annual.
Sept. 2-5. Int'l Machinery, Material and Accessories Fair for the Button and Small-Parts Industry. Afag-Ausstellungen, D-8500 Nuremberg, Messezentrum. Annual.
Oct. 30-Nov. 7. Consumenta (Consumer Fair—Food and Non-Food—with Int'l Participation). Afag-Ausstellungen, D-85000 Nuremberg, Messezentrum. Annual.
Nov. 3-7. IENA (Int'l Exbn. of Ideas—Inventions—Novelties). Afag-Austellungen, D-85000 Nuremberg, Messezentrum. Annual.

Offenbach

Fairs listed are held at the Offenbach Fair Grounds.
Feb. 21-25. Int'l Leather Goods Fair (Spring). Offenbacher Messe-Gesellschaft mbH, D-605, Offenbach am Main, Postfach 32. Annual.
Aug. 28-Sept. 1. Int'l Leather Goods Fair (Fall). Address same as above. Annual.

Stuttgart

(Fairs are held at the Stuttgart Killesberg Fairgrounds.)
Jan. 24-Feb. 1. CMT MIT SPORT '76 (Int'l Trade Fair for Mobile Homes, Motors, Sports and Tourism). Stuttgarter Ausstellungs GmbH, D-7000 Stuttgart 1, p.o.b. 990. Annual.
March 16-20 INTHERM '76 (Int'l Trade Fair for Oil and Gas Heating Equipment, Air-conditioning and Environmental Equipment). Bundesverband Oelfeuerungen und Gasfeuerungen e.V., D-7410 Reutlingen, p.o.b. 674. Biennial.
April 1-8. INTERGASTRA '76 (Int'l Hotel and Restaurant Trade Fair). Landesverband Fuer das Hotel-und Gaststaettengewerbe Baden-Wuerttemberg, D-7000 Stuttgart, Augustenstrasse 6. Biennial.
May 12-16. SICHERHEIT '76 (Int'l Trade Fair for Industrial Safety and Security Equipment). Landesstelle Fuer Betriebsschutz e.V., D-7000 Stuttgart 1, Hohenheimer Str. 41c. Biennial.
Sept. 8-12 (Tentative). DIY '76 (Int'l Trade Fair for Home Working Equipment). Bundesverband Deutscher Heimwerker und Baumaerkte e.V., 5 Cologne 80, Waldhausstr. 46.
Sept. 22-26. INTERBAD '76 (Int'l Trade Fair for Swimming and Pool Equipment). Deutsche Gesellschaft Fuer das Badewesen e.V., D-4300 Essen, Porschekanyel 4. Irregular.

Ghana

Accra

Feb. 1-15. 3rd Ghana Int'l Trade Fair. Mr. Isaac Dakwa, Acting Director, 3rd Ghana International Trade Fair. Trade Fair Site, Accra.

Greece

Athens

(Except as noted, Athens fairs are held at the Athens Hilton, write: Hellenic Fashion Center, 50 Omirou St., Athens 135).
March 1-4. 2nd Int'l Shoe & Leather Fair. Semi-annual.
March (dates to be announced). Int'l Gold & Silver Week.
June 7-12. Posidonia Int'l Shipping Exbn. Piraeus Port Passenger Terminal. Maritime Presentations Ltd., Colchester, U.K. Biennial.
Sept. 1-5. 4th Int'l Hellenic Fashion Fair. Semi-annual.
Sept. (dates to be announced). 3rd Int'l Shoe & Leather Fair. Semi-annual.

Thessaloniki

(All fairs listed for Thessaloniki are held at the Thessaloniki Fair Grounds, write: Conseil Administrative de la Foire International de Thessaloniki, Thessaloniki.)
Jan. 24-28. 4th Int'l Fur Trade Fair. Annual.
Jan. 24-28. 3rd Int'l Hellenic Fashion Fair. Semi-annual.
April 4-11. 1st Int'l Fair of Foods & Beverages & Machines. Annual.
June 6-13. 4th Int'l Marble Fair. Annual.
Sept. 5-19. 41st Int'l Thessaloniki Fair. Annual.
Nov. 1-7. Int'l Handicraft Exbn. Annual.

Guatemala

Guatemala City

(All fairs listed for Guatemala City are held at the Parque de la Industria, write Comite Permanente de Exposiciones (COPEREX), *8a Calle 2-33, Zona 9, Guatemala City, Attn: Rene Gonzales.*
Jan. 22-Feb. 1. EXPOMOVIL '76 (The wheel, the motor and the sail). Annual.
May or June. HOTEL-EXPO '76 (Hotel equipment and supplies). Annual.
July. AGRICOLA (Agricultural systems, machinery and supplies). First time.

Hong Kong

Jan. 9-12. Metrication Exbn. Federation of Hong Kong Industries and Hong Kong Polytechnic. T. W. Wong, Mgr., Federation of Hong Kong Industries, Eldex Industrial Bldg., 12/F Unit A., 21 Ma Tau Wei Rd., Hung Hom. Kowloon, Hong Kong.
Jan. 14-Feb. 3. Hong Kong Ideal Homes Exbn. Hong Kong Convention Center, World Trade Center. Exhibitions Unlimited Co., Ltd., 3 Old Bailey St., 12/F Hong Kong. Cable: Exhibition. Brian Taplin, Sales Mgr.
June. Component Packaging & Manufacturing Equipment for Electronic Products Exbn. Hong Kong Productivity Center, 512-6 Gloucester Bldg., Des Voeux Rd., C., Hong Kong. Attn: Mr. L. T. Chan.
November. Machine Tools. Hong Kong Productivity Center, address above.

Hungary

Budapest

(All events will be held at the Kobanya Fair Grounds, write HUNGEXPO, *Foreign Trade Office for Fairs and Publicity, H-1441 Budapest, P.O. Box 44; Telex: 22-4188).*
April 6-10. CONSTRUMA—Int'l Exbn. of Building Machinery; HUNGAROKLIMA—2nd Int'l Exbn. of Heating, Cooling and Air-Conditioning; PROTENVITA—Int'l Exbn. of Environmental Protection.
May 19-27. 3rd Budapest Int'l Spring Fair for Capital Goods.
Aug. 25-Sept. 1. AGROMASEXPO—4th Int'l Exbn. and Fair of Machinery and Instruments for Agriculture and Food Industry.
Sept. 22-30. 3rd Budapest Int'l Fall Fair for Consumer Goods; HOVENTA—2nd Int'l Exbn. of Catering Industry Equipment.
Oct. 19-23. HUNGAROKORR—3rd Int'l Exbn. of Corrosion Protection; BUDATRANSPACK—4th Int'l Exbn. of Packaging and Materials Handling; MIPEL—2nd Int'l Exbn. of Industrial Electronics.

India

Cochin

Feb. Indian Sea Food Trade Fair. Marine Products Export Development Authority, P.O. Box 1708, M.G. Road, Cochin.

Howrah

Feb./March. Int'l Color Slide Photographic Exbn. Society of Photographers, 60/2 Heriday K. Banerjee Lane, Howrah.

Madras

Jan./Feb. Int'l Leather Fair. Indian Leather Fair Society, Central Leather Research Institute, Adyer, Madras.

Trichur

April/May. Display of industrial and agricultural products. Trichur Pooram Exhibition Committee, Trichur.

Ireland

Dublin

June 1-5. ENGINEERING IRELAND. Partly devoted to offshore engineering. Royal Dublin Society Grounds. Euro-Marketing Services Ltd., 9 Herbert Pl., Dublin 2.

Israel

Tel Aviv

All shows listed are held at Tel Aviv Fairgrounds.
May 17-21. ISPACK (Int'l Packaging Exbn.). Yerid Hamizrakh Exhibitions Co. Ltd. First time.
June 10-22. MODERN LIVING. Consumer goods, durable household ware and textiles. Biennial.
Sept. 15-20. EXPOMEDICAL (Int'l exbn. of hospital and medical supplies).
Oct. 18 22. TIMPRINT '76 (3rd int'l exbn. of office equipment and printing trade). Biennial.

Italy

Bologna

For Bologna fairs, write: Ente Autonomo per le Fiere di Bologna, Via G. Ciamician 4, Bologna.
Feb. 19-22. Clothing (underwear, sleepwear); Knitwear.
March 6-9. Shoe Show.
April 8-11. Children's Book Fair.
April 29-May 3. COSMOPROF — Cosmetics and perfumes.
May 22-30. Int'l Sample-Food Industry. Held together with ART '76—Contemporary Art and Market Show.
June 12-17. EXPO DENTAL.

Genoa

March 6-14. INCO ART '76. Int'l Show of Industrial Design and Commercial Art. Societa Mostre Internazionale d' Arte S.p.A. Genoa.

Milan

Jan. 6-9. EUROTRICOT—European Knitwear Exbn. COMIS, Via Boccaccio 7, 20123 Milan. Semi-annual.
Jan. 9-13. MIPEL.—Int'l Leather Goods Mart. Segreteria del MIPEL, Via Leopardi 14, Milan. Semi-annual.
Jan. 29-Feb. 5. Int'l Toy Show. Salone Internazionale del Giocattolo, Via Cassiodoro 3, Milan. Annual.
Jan. 30-Feb. 3. CHI BI-CAR '76—Int'l Knick-Knacks, Costume Jewelry, Stationery and Giftware Show; CART '76—Int'l Salon of Stationery. Via Monferrato 10, Milan. Annual.
Feb. 7-11. INTEL '76—First Exbn. of Electrical Engineering. ANIE, Associazione Nazionale Industrie Elettrotechniche, Via Luciano Manara 1, 20122 Milan.
Feb. 13-16 and Sept. 4-7. MACEF—Int'l Exbn. of Household Goods, Glassware, Ceramics, Hardware & Tools. MACEF, Via Solferino 25, Milan. Semi-annual.
Feb. 16-22. IPACK-IMA—Int'l Show of Food Processing and Packaging Equipment. Via Ravizza, 62, Milan.
March 1-7. Int'l Heating, Air-Conditioning, Refrigeration, Plumbing & Sanitary Equipment Exbn. & Convention. Mostra Convegno Riscaldamento ecc., Via Fratelli Bressan 2, Milan. Annual.
March 13-16 and Oct. 10-12. MIAS—Int'l Sporting Goods Show, Mostra Internazionale dell' Articolo Sportivo, Via Petitti 16, Milan. Semi-annual.
March 21-25. COMIS-PEL—Int'l Furs Show.

COMIS, Piazzale Cadorna 2, Milan. Annual.
April. Int'l Samples Fair. Ente Autonomo Fiera di Milano, Via Domodossola, Milan. Annual.
May 8-11. Int'l Optics, Optometry, & Ophthalmology Exbn. MIDO, Via Petitti 16, 20149 Milan. Annual.
May 22-29. INTERBIMALL—Int'l Woodworking Machinery and Accessories Exbn. Assoc. Costruttori Italiani Machine per la Lovarazione del Legno, Via Console Marcello 8, Milan. Biennial.
June 20-26. PLAST '76—Int'l Salon of the Plastics Industry. Via Petitli, 16, Milan. Quadrennial.
September. Int'l Furniture Show. Salone Internazionale de Mobile, Corso Magenta 96, Milan. Annual.
Sept. 3-7. Int'l Music and High Fidelity Show. Salone Internazionale Musica e High Fidelity, Corso Buenos Ayres 1, Milan. Annual.
Sept. 3-7. CHI-BI D'AUTUNNO '75 — Int'l Knick Knacks, Costume Jewelry, Stationery, & Giftware Show. Salone della Chincaglieria, Bigiotteria, Cartoleria e Articoli da Regalo, Via Biumi 14, Milan. Annual.
Sept. 18-23. SMAU—Int'l Show of Office Machinery, Furniture & Equipment. Associazione Nazionale Commercianti Macchine e Forniture per Ufficio, Piazza Belgioioso 1, Milan. Annual.
Oct. 2-4. INTERSAN—Int'l Show of Orthopedic, Sanitary, Surgical, Physioelectromedical, Corsetry & Sanitary Items for Infants. INTERSAN, Via Nirone 2/a, Milan. Annual.
Oct. 5-9. SICURINT—Int'l Show of Industrial Security and Work Safety; PAPER MCA '76—Int'l Show of Machinery and Materials for the Paper Industry. COMIS, Via Boccaccio, 7. Milan.
Oct. 26-30. ANTINQUINAMENTO '76—Anti-Pollution Exbn. COMIS-OPEN FAIR, V. le. Corsico 43. Milan. Annual.
October. EXPO-'76—Int'l Show of Commercial Tourism Facilities & Equipment. Associazione Nazionale Commercianti, Piazza Belgioioso 1, Milan. Annual.
Nov. 23-27. BIAS—Int'l Show of Automation and Instrumentation. Federazione delle Associazioni Scientifiche e Tecniche (FAST), p.le. R. Morandi, Milan. Biennial.

Piacenza

May 21-24. SIBA—Int'l Exbn. of Buttons & Allied Products. Ente Autonomo "Mostra di Piacenza," Galleria della Borsa 35/e, Piacenza. Annual.

Japan

Fukuoka

May 19-24. 16th West Japan All Machinery Exbn. Kita Kyushu General Industrial Fairgrounds. Kyushu Industrial Management Assn., Chamber of Commerce and Industry Bldg., 2-9-28, Hakata-ekimae, Hakata-ku, Fukuoka. Annual.

Nagoya

All shows listed held in Nagoya Fukiage Hall.
April 1-4. 19th Japan New Pack "Nagoya." Nippo Co., Ltd., Pompian Bldg., 4-4-5, Iidabashi, Chiyoda-ku, Tokyo. Annual.
April 23-27. '76 All Japan Best Machine Show; '76 Metal Forming Machine Exbn.; '76 Foreign-made Excellent Machinery Show. Nihon Kogyo Shimbun, Nagoya Branch, 1-11, Takaoka-cho, Higashi-ku, Nagoya. Annual.
May 1-3. 9th Meat Industries Supply Exbn. Meat Industry Journal (Shokuniku Tsushinsha), 2-10-11, Uchi-Kanda, Chiyoda-ku, Tokyo. Annual.
June 9-12. 21st Business Machine Show. Chubu Office Mechanization Assn., Chukei Bldg., 1-24, Hijie-cho, Nakamura-ku, Nagoya. Annual.
October. 6th Japan Pollution Control Equipment Fair; 23rd All Japan Machinery Fair. Commerce Dept., Nagoya City Office, 3-1-1, Sannomaru, Naka-ku, Nagoya. Annual.
October. '76 Japan Machinery Fair. Nagoya Trade Fair Assn., 18, Umahashiri, Chikusacho, Chikusa-ku, Nagoya. Annual.
Nov. 1-4 (tentative). '76 Chubu Electronics Show. Chubu Electronics Promotion Assn., 3-24, 6-bancho, Atsuta-ku, Nagoya. Annual.

Osaka

All shows listed held at Osaka Int'l Trade Center, Minato Fairgrounds.
Feb. 26-28. Computer Peripheral and Terminal Equipment Exbn. Nippon Office Management Assn., Osaka Science Museum, 1-118, Utsubo, Nishi-ku, Osaka. Annual.
April 23-May 6. Osaka Int'l Trade Fair '76. Osaka International Trade Fair Commission, 58, Hashizumecho, Uchihonmachi, Higashi-ku, Osaka. Biennial.
May 1-5. 19th Japan New Pack "Osaka." Nippo Co., Ltd., Pompian Bldg., 4-4-5, Iidabashi, Chiyoda-ku, Tokyo. Annual.
May 20-25. '76 Int'l Metal Forming Machine Exbn.; '76 Int'l Environmental Pollution Control Exbn. Nikkan Kogyo Shimbun, Osaka Branch, 2-1, Maenocho, Kobayashi, Higashi-ku, Osaka. Annual.
Sept. 14-18. '76 Mechanical Automation Show; '76 Industrial and Engineering Materials Exbn.; '76 Engineering Design Efficiency Exbn. Nikkan Kogyo Shimbun, address same as above. Annual.
Sept. 27-Oct. 6. Osaka Int'l Textile Machinery Show' 76. Osaka International Trade Fair Commission, 58, Hashizumecho, Uchihonmachi, Higashi-ku, Osaka. Every four years.
Oct. 28-Nov. 3. JAPANPLAS '76 (Plastics and Rubber Fair). Japanplas Fair Commission, Deguchi Bldg., 3, Shiba Kamiyacho, Minato-ku, Tokyo. Biennial.
Nov. '76 Osaka Int'l Anti-Pollution Exbn.; '76 NC & Automated Machine Exbn.; 6th Rationalized Material Handling Show. Nihon Kogyo Shimbun, 1-7-2, Ohtemachi, Chiyoda-ku, Tokyo. Annual.

Tokyo

Jan. 12-14. INTERNEPCON/Japan '76. Tokyo Int'l Trade Center, Harumi Fairgrounds. Industrial and Scientific Conference Management, Inc., Kokado Bldg., 1-3-18, Akasaka, Minato-ku, Tokyo or 222 West Adams St., Chicago, Ill. 60606. Annual.
March 3-6. 10th Self-Service Fair. Tokyo Oroshiuri Center. Japan Self-Service Assn., 7-22-17, Nishi-Gotanda, Shinagawa-ku, Tokyo. Annual.
March 15-19. '76 Int'l Hotel and Restaurant Show; '76 Int'l Food Exbn. Harumi Fairgrounds. Japan Management Assn., 3-1-22, Shiba Park, Minato-ku, Tokyo. Annual.
March 15-20. '76 Tokyo Int'l Anti-Pollution Exbn.; '76 Japan Resources Recycling Exbn.; 4th Security and Safety Equipment Exbn. Harumi Fairgrounds. Nihon Kogyo Shimbun, 1-7-2, Ohtemachi, Chiyoda-ku, Tokyo. Annual.
April 14-18. '76 Automatic Control Equipment Exbn.; '76 Labor Saving Machines Exbn.; '76 Industrial Robots Exbn. Harumi Fairgrounds. Nikkan Kogyo Shimbun, 1-8-10, Kudan-Kita, Chiyoda-ku, Tokyo. Annual.
April 16-18. '76 Japan Camping Show. Meiji Shrine Art Gallery Plaza. Japan Autocamping Federation, New Ueno Bldg., 1-24, Yotsuya, Shinjuku-ku, Tokyo. Annual.
April 26-May 5. 4th Tokyo Int'l Good Living Show. Harumi Fairgrounds. Tokyo International Trade Fair Commission, 4-7-24, Harumi, Chuo-ku, Tokyo. Biennial.
May 17-21. '76 Tokyo Industrial and Engineering Materials Exbn.; '76 Modern Engineering Design Show. Tokyo Industrial Center, Ohtemachi Hall. Nikkan Kogyo Shimbun, 1-8-10, Kudan-Kita, Chiyoda-ku, Tokyo. Annual.
May 20-24. '76 Modern Hospital Show. Harumi Fairgrounds. Nippon Office Management Assn., Seikyo Kaikan, 4-1-13, Sendagaya, Shibuya-ku, Tokyo. Annual.
May 19-22 or 22-25. 52nd Business Machine Show. Site, sponsor same as above. Annual.

MINI-EXHIBITION IN MEXICO—*Trade shows have a variety of sponsors and sites. The American Consulate General in Guadalajara, Mexico, for example, has taken the initiative in displaying U.S. products. Commercial Officer Bruce Malkin (right) demonstrates duplicating machine to (from left) Consul General Mathias J. Ortwein, A. B. Dick and Monroe Mexican representative Enrique Martinez and U.S. Commercial Counselor Alonzo Stanford.*

May 23-31. 15th Metal Finishing MET Show. Tokyo Industrial Center, Ohtemachi Hall. Metal Finishing Society of Japan, Kyodo Bldg., 2, Kanda-Iwamotocho, Chiyoda-ku, Tokyo. Annual.
May 31-June 9. World Environment Exbn. '76. Harumi Fairgrounds. Japan Productivity Center, 3-1-1, Shibuya, Shibuya-ku, Tokyo. Commemorative event for Japan's 1st Environment Week.
June 15-18. '76 JPCA (Japan Printed Circuit Assn.). Harumi Fairgrounds. Japan Printed Circuit Assn., Yoshida Bldg., 21, Kamiyacho, Minato-ku, Tokyo. Annual.
June 15-19. '76 Int'l Mechanical Handling Exbn. Harumi Fairgrounds. Japan Management Assn., Kyoritsu Bldg., 3-1-22, Shiba Park, Minato-ku, Tokyo. Annual.
June 15-19. '76 Int'l Frozen Foods Industries Exbn. Site, sponsor same as above. Annual.
Aug. 4-7. Int'l Restaurant Fair/Japan '76. Harumi Fairgrounds. Industrial and Scientific Conference Management, Inc., Kokado Bldg., 1-3-18, Akasaka, Minato-ku, Tokyo or 222 West Adams St., Chicago, Ill. 60606. Annual.
Sept. 3-8. TOKYO PACK '76 (6th Tokyo Int'l Packaging Exbn). Harumi Fairgrounds. Japan Packaging Institute, Honshu Bldg., 5-12-8, Ginza, Chuo-ku, Tokyo. Biennial.
Sept. 16-21. '76 Japan Electronics Show. Harumi Fairgrounds. Electronics Industries Assn. of Japan, Tosho Bldg., 3-2-2, Marunouchi, Chiyoda-ku, Tokyo. Biennially in Tokyo and Osaka.
Sept. 27-Oct. 1. '76 Int'l Powder Technology Exbn. Harumi Fairgrounds. Japan Management Assn., Kyoritsu Bldg., 3-1-22, Shiba Park, Minato-ku, Tokyo. First time.
Sept. 27-Oct. 1. 4th Int'l Ocean Development Exbn. Site, sponsor same as above. Biennial.
Sept. 27-Oct. 1. '76 Int'l Heating, Air-Conditioning and Sanitary Engineering Exbn.; '76 Int'l Chemical Plant Engineering Exbn. Site, sponsor same as above. Annual.
Oct. 12-16. '76 Recycling System Show; '76 Disaster Prevention Equipment Exbn. Harumi Fairgrounds. Nikkan Kogyo Shimbun, 1-8-10, Kudan-Kita, Chiyoda-ku, Tokyo. Annual.
Oct. 16-24. Japan Int'l Aerospace Show. Japanese Air Self-Defence Forces, Iruma Air Base. Japan International Aerospace Show Executive Office, 1-4-6, Marunouchi, Chiyoda-ku, Tokyo. Biennial (tentative).
October. 22nd Tokyo Motor Show. Harumi Fairgrounds. Japan Motor Industrial Federation, Ohtemachi Bldg., 1-6-1, Ohtemachi, Chiyoda-ku, Tokyo. Annual.
October. Japan Broadcasting Equipment Exbn. '76. Tokyo Science Museum. Electronics Industries Assn. of Japan, Tosho Bldg., 3-2-2, Marunouchi, Chiyoda-ku, Tokyo. Annual.
Nov. 9-13. '76 Audio-Visual and Information Equipment Show; '76 Leisure and Health Apparatus Show. Tokyo Industrial Center, Ohtemachi Hall. Nikkan Kogyo Shimbun, 1-8-10, Kudan-Kita, Chiyoda-ku, Tokyo. Annual.
Nov. 15-26. 8th Japan Int'l Machine Tool Fair. Harumi Fairgrounds. Tokyo International Trade Fair Commission, 4-7-24, Harumi, Chuo-ku, Tokyo. Biennial.

Korea

Seoul

Oct. 1-8 (Tentative). Fine Instruments Center's Seventh Korea Electronics Show. Fine Instruments Center, Guro Danji P.O. Box 27, Yeungdeungpo-ku, Seoul. New York office: Korea Center, Rm. 636, 460 Park Ave., New York, N.Y. 10022. Annual.

Kuwait

Kuwait

Jan. 18-23. Electric Kuwait—Trade Exbn. of Electrical Equipment. Hilton Hotel. Al-Sabah & Sabawi Co., P.O. Box 23909 Safat, Kuwait.
March (first week). Exbn. of Pharmaceuticals and Medical Equipment. Hilton Hotel. Charles Hanner, Trans-Atlantic Trading Co., P.O. Box 823, Kuwait.
Nov. 20-26. American Expo-Kuwait 76—Industrial and Consumer Product Expos., Hilton and Massila Beach Hotels. Al-Sabah & Sabawi Co. (see above); U.S. representative, Dr. Azmi D. Mikhail, Overseas Financial & Investment Services, Inc., P.O. Box 36, Athens, Ohio 45701.

Libya

Tripoli

March 1-20. Tripoli Int'l Fair. Int'l Fair Ground, Tripoli. Mr. Saleh al-Azzabi, Chmn., General Corp. for Fairs and Tourism, Ministry of Economy, P.O. Box 891, Tripoli. Annual.

Luxembourg

May 15-23 and Oct. 2-10. 28th and 29th Luxembourg Int'l Fair. In May: food products and beverages, household goods, sports and leisure equipment, travel items, garden furniture and tools, automotive and agricultural equipment. In Oct.: home, office and hotel construction and furnishings, chemical equipment, steel products. Societe des Foires Internationales de Luxembourg SA., Luxembourg-Kirchberg. Semi-annual.

Malta

Naxxar

July 1-15. 20th Malta Int'l Fair. Naxxar Fairgrounds. Malta Trade Fair Corp., Fairgrounds, Naxxar. Annual.

Mexico

Mexico City

Feb. 17-20. INTERMEXPO (manufacturing machinery). Auditorio Nacional & Hotel Maria Isabel Sheraton, Mexico, D.F. (Society of Manufacturing Engineers, Dearborn, Mich.; William J. Hilty, Director, Emilio Ferstl Molina, Coordinator Mexico).
July 26-30. ICELA—Int'l Computer Exposition for Latin America. Hotel Maria Isabel Sheraton, Mexico, D.F.
Aug. 16-21. MEX-PRINT (graphic arts). Auditorio Nacional, Mexico, D.F.

Netherlands

Amsterdam

Amsterdam fairs held in R.A.I. Exbn. Center, R.A.I. Bldg., N.V. Europaplein 8, Amsterdam.
Jan. 5-8. HORECAVA '76—Int'l Trade Fair for Hotel & Catering Industry.
Jan. 19-24. Int'l Farming Machinery Exbn.
Feb. 5-14. Int'l Motor Show for Commercial Vehicles.
Feb. 21-29. Int'l Bicycle Show.
March 12-22. HISWA—Int'l Boat Show.
April 6-9. INDEX '76—Int'l Trade Fair for Non-Woven & Disposable Industries.
April 6-9. PETROTECH '76. Int'l Show for Oil & Natural Gas Industries.
May 17-20. 2nd Int'l Hovering Craft, Hydrofoil & Advanced Transit Systems Exbn.
May 18-21. INTERTRAFFIC '76—Int'l Engineering Exbn.
Aug. 27-Sept. 5. Int'l Radio & Television Exbn.
Sept. 6-8. Men's Fashion Trade Fair.
Sept. 13-17. AQUATECH—Int'l Exbn. for Treatment, Storage, Transport & Usage of Water.
Sept. 19-20. Nat'l Trade Fair for Retail Spirits Dealers.
Sept. 29-Oct. 7. EFFICIENCY BEURS—Office Machinery Exbn.
Oct. 18-22. FIAREX—Electronics Trade Fair.
Oct. 25-29. INTERFINISH-VOM—Int'l Trade Fair for Surface Treatment.
Nov. 9-13. EUROPORT — Int'l Maritime Exbn.
Dec. 9-15. CARAVAN RAI — Int'l Caravan Show.

Utrecht

All Utrecht Fairs held in Royal Netherlands Industries Fairgrounds, Jaarbeursplein, Utrecht.
Jan. 5-8. Trade Fair for Travel and Leather Goods.
Jan. 5-8. Souvenir Fair.
Jan. 26-Feb. 1. Do-It-Yourself Exbn.
Jan. 26-Feb. 1. CREATIVE — Needlework, knitting & associated activities.
Jan. 28-Feb. 1. HOLIDAY '76—Tourism and recreation.
Jan. 28-Feb. 1. MUSIC '76—Exbn. for professional and amateur musicians.
Feb. 16-20. ROKA—Int'l food fair.
Feb. 23-25. FLEUR—Florist requisites exbn.
March 7-11. Int'l spring fair for consumer goods.
March 8-10. THE CHILD—Exbn. for baby and children's wear.
March 22-27. VAT—Exbn. for sub-contracting industries.
March 22-27. TECHNI — Machinery and products for metal & woodworking industries.
March 25-27. Confectionery Fair.
April 4-6. Int'l Shoe Fair.
April 12-15. SPORTAKKOM PLUS—Specialized exbn. of the design, construction and equipment of indoor accommodations for sports and recreation.
April 12-15. Vending machine exbn.
May 10-15. MACROPAK — Int'l packaging exbn.
June 8-10. Trade fair for travel & leather goods.
Aug. 30-Sept. 2. INDRO PERFUMERY FAIR—Pharmaceutical and chemists' supplies, cosmetics, perfumes, costume jewelry.
Sept. 5-9. Autumn fair for consumer goods.
Sept. 6-8. THE CHILD. Baby and children's wear.
Sept. 11-14. OWN A HOME.
Sept. 12-16. INTER DECOR—Soft furnishings exbn.
Sept. 20-25. Power Transmission Exbn.
Sept. 27-Oct. 2. ELECTROTECHNIC—Exbn. of equipment for production, transportation and distribution of electricity.
Sept. 28-30. FLEUR—Florist requisites exbn.
Oct. 3-5. Footwear Fair.
Oct. 12-16. Garden and Park Exbn.
Oct. 13-16. ORNITHOPHILIA-VARUVA. Int'l trade show for intensive animal production.
Nov. 3-11. INVIA. Int'l mechanical handling exbn.

Norway

The initials NV indicate the trade fair organizer Norges Varemesse, P.O. Box 130, Skoyen, Oslo 2.

Oslo

Jan. 9-Feb. 1. CARAVAN '76. Sjolyst. Norges Caravan Produsenters og Importorers Forening, Heggedalsvn. 153, 1380 Heggedal, Oslo. Annual.
March 7-9. Fashion Week in Oslo. Sjolyst. Confektionsfabrikanternes Landsforbund, Import—og Export-Agenters Forening and Norges Tekstilkjopmenns Forbund in cooperation with NV, P.O. Box 130, Skoyen, Oslo 2. Semi-annual.
March 14-15. Shoe Fashions. Sjolyst. Norske Skofabrikkers Landssammensluttning. PR-Teknisk A/S, P.O. Box 5049, Majorstuen, Oslo 3. Annual.
March 26-April 14. The Sea for All. Boats and equipment. Sjolyst. Norske Batbyggeriers Landforening and Motorimportorenes Landsforening, H.r.adv. G. Wiese. Stortingsgt. 12, Oslo 1. Annual.

May 11-15. ENERGIA '76. Forum for increased energy economy. NV.
Aug. 19-24. Materials Handling & Storage. Norsk Senter for Informatikk, Forskningsveien 1, Oslo 3.
Sept. 5-7. Fashion Week in Oslo. Sjolyst. Confektionsfabrikanternes Landsforbund, Import—og Export-Agenters Forening and Norges Tekstilkjopmenns Forbund in cooperation with NV, P.O Box 130, Skoyen, Oslo 2. Semi-annual.
Sept. 21-29. Office '76. Office machinery and equipment. Kontorteknisk Landsforening, Prinsensgate 21, Oslo 1.
Oct. 10-11. Shoe Fashions. Sjolyst. Norske Skofabrikkers Landssammensluttning. Pr-Teknisk A/S, P.O. Box 5049, Majorstuen, Oslo 3. Annual.
Not yet dated. Leisure '76. Sjolyst. NV.

Trondheim

Aug. 9-15. NOR-FISHING '76. Nidarohallen. The Directorate of Fisheries in cooperation with NV. Biennial.

Stavanger

Sept. 21-24. Offshore North Sea '76. Siddishallen, Oil Technology. Rogaland Trade Fair Ltd., P.O. Box 410, 4001 Stavanger.

Paraguay

Asuncion

Aug. 15. Expopar '76. All purpose agricultural, industrial and commercial show. Avenida Jose Felix Bogado entre Jose Esculies y Japon, Asuncion. Union Industrial Paraguaya, Calle Cerro Cora 1038, Casilla Postal 781, Asuncion. Biennial.

Mariano Roque Alonso

June/October. 25th National Exposition of Livestock and Industry and Commerce Show. Asociacion Rural del Paraguay, Calle Antequera 651, Asuncion. Biennial.

Poland

Poznan

For Poznan fairs, write: Poznan Fair Management, Glogowska St. 14, 60-374, Poznan.
April 11-14. SALMED—Int'l trade fair and scientific symposium of medical equipment.
June 13-20. Poznan Int'l Technical Fair. General industrial equipment: metallurgy, precision, industry, transportation, electronics, chemical industry, construction industry. Annual.
Sept. 12-19. Int'l Packaging Handling and Storage Equipment Show; INTERMASZ—Int'l Textile Industry Equipment Show; Int'l Folk Handicraft, Arts and Souvenir Show.
Nov. 28-Dec. 2. INTERBIURO — Int'l trade fair for office equipment.

Warsaw

May 16-21. Int'l Book Fair. Ars Polona Krakowskie Przedmiescie 7, P.O. Box 1001, 00-950 Warsaw. Annual.

Portugal

Beja

May. Feira de Primavera (Spring Fair). Comissao Municipal de Turismo. Beja. Annual.

Braga

July. AGRO-76 (agricultural show). Comissao Executiva, Braga. Annual.

Lisbon

June 11-22. 17th Int'l Fair. FIL (Feira Internacional de Lisboa). Portuguese Industrial Assn., Praca das Industrias, Lisboa. Annual.

Tomar

April/May. National Poultry and Swine Fair. Camara Municipal, Tomar. Annual.

Santarem

June. Agricultural Fair. Camara Municipal, Santarem. Annual.

Romania

Bucharest

May 8-15. Int'l Spring Fair. Consumer goods and manufacturing machinery for consumer goods. TIBCO '76, Exposition Complex, 1 Piata Scinteii, Bucharest. Annual.
June 1-6. American Exposition and Congress in biomedical, hospital and public health fields. Contact BIOMED '76, Steven K. Herlitz, 850 Third Ave., New York, N.Y. 10022.
Oct. 16-25. 4th Bucharest Int'l Fair. Exposition Complex, 1 Piata Scinteii, Bucharest. Biennial.

Saudi Arabia

Jidda

March 15-29. 2nd Saudi Int'l Fair. Sheikh Adnan Abdul Majeed, Chmn., Saudi International Trade & Industry Fair Organization, King Abdul Aziz St., P.O. Box 4571, Jidda.

Singapore

Feb. 17-20. Offshore Southeast Asia Conference & Exbn. Hyatt Hotel. Offshore SEA, c/o Petroleum News, 6-D Mt. Sophia, Singapore 9. One-time event.
March 3-6. SIBEX '76 (Singapore Int'l Bldg., Exbn.). Hyatt Hotel. Industrial & Scientific Conference Management, Inc., 222 West Adams St., Chicago, Ill. 60606; Trend Publishing (S) Pte. Ltd., Yen San Bldg., Orchard Rd., Singapore 9. Semi-annual.
July 21-25. SPOREX '76 (Singapore Int'l Sports Equipment Exbn.). National Stadium. International Fair Promotion Marketing Services (INFAMA) Pte. Ltd., 2 Jalan Kelichap, Singapore 19. Annual.
Oct. 6-10. ENEX '76 (Int'l Exbn. of Electrical and Electronic Equipment). Site, sponsor same as above. Annual.

South Africa

Cape Town

March 19-27. The Cape Show. General commercial, industrial and agricultural fair. Western Province Agricultural Society, P.O. Box 107, Eppindusp, Cape Town. Annual.
Oct. 27-30. Int'l Fishing & Marine Exbn. of Southern Africa. Goodwood Showgrounds. Specialized Exhibitions (Pty) Ltd., P.O. Box 2900, Johannesburg 2000.

Johannesburg

Feb. 20-28. South African Industrial Exbn., Milner Park. General South African industry, containerization, foundry industry, group exhibits by foreign countries, exhibits by South African Government, etc. Transvaal Chamber of Industries, P.O. Box 4581, Johannesburg 2000.
April 26-May 8. Rand Show. Milner Park. Largest industrial, commercial and agricultural fair in Africa. Witwatersrand Agricultural Society, P.O. Box 31777, Braamfontein 2017, Transvaal. Annual.
June 7-11. First Int'l Printing, Plastics and Promotion Exbn., Milner Park. Exhibition Promotions of South Africa (Pty) Ltd., P.O. Box 6110, Johannesburg 2000.
Aug. 3-10. 5th Int'l South African Building & Construction Exbn. (Interbou), Milner Park, Johannesburg. Specialized Exhibitions (Pty) Ltd., P.O. Box 2900, Johannesburg 2000.
Sept. 13-17. Int'l Electra & Mining Exbn. Milner Park. Specialized Exhibitions (Pty) Ltd., P.O. Box 2900, Johannesburg 2000.
Oct. 18-22. Int'l Materials Handling & Physical Distribution Exbn., Milner Park. Exhibition Promotions of South Africa (Pty) Ltd., P.O. Box 6110, Johannesburg 2000.

Pietermaritzburg

May 24-31. 125th Anniversary Royal Show. General agricultural, industrial and commercial fair. Royal Agricultural Society, P.O. Box 524, Pietermaritzburg 3200, Natal. Annual.

Pretoria

Aug. 26-Sept. 6. Pretoria Show. General trade fair. Pretoria Showground. Transvaal Agricultural Society, P.O. Box 933, Pretoria 0001, TVL. Annual.

Spain

Barcelona

Barcelona fairs held at Palacios de Montjuich, Parque de Montjuich, write: Feria Internacional de Muestras, Avda. Maria Cristina s/n, Barcelona 4.
Jan. 17-25. Int'l Nautical and Sports Salon.
March 20-28. Alimentaria '76 (1st Int'l Food Fair).
April 24-May 4. Int'l Automobile Show.
June 1-10. FOIM (44th Int'l General Trade Fair).
Oct. 9-17. SONIMAG (Int'l Image, Sound, and Electronic Salon).
Nov. 3-14. HOGARHOTEL (Nat'l Home, Decoration, and Gastronomy Salon and Int'l Hotel Equipment Exbn.).

Bilbao

Bilbao fairs held at Palacio Ferial, Plaza Pedro Basterrechea 2, write: Feria Internacional de Bilbao, Apartado 468, Bilbao 13.
June 21-26. 1st Int'l Monographic Steel Industries Fair; 1st Int'l Monographic Naval, Maritime and Port Industries Fair.

Elda (Alicante)

March 2-6 and Sept. 14-18. FICIA (15th Int'l Shoe & Related Industries Fair). March: fall and winter fashions. Sept.: spring and summer fashions. FICIA, Avda. Chapi s/n, Elda, Alicante.

Madrid

Nov. 5-12. SIMO (16th Int'l Office and EDP Equipment Fair. C.I.T.E.M.A., Plaza Conde Valle de Suchil 8, Madrid 15.

Seville

April 23-May 2. Iberoamerican General Trade Fair. Feria de Muestras Iberoamericana, Pabellon del Peru, Jardines de San Telmo, Seville.

Valencia

Valencia fairs held at Palacio Ferial, Benimanet, write: Feria Internacional de Muestras, Apartado 476, Valencia.
Feb. 21-27. 15th Int'l Toy Fair.
April 3-11. 11th Int'l Metal Arts Fair.
May 3-10. 54th Int'l General Trade Fair.
Oct. 18-24. 12th Int'l Woodworking Machinery Fair; 13th Int'l Furniture Fair.

Zaragoza

April 2-11. FIMA—10th Int'l Farm Machinery Fair. Feria Nacional y Oficial de Muestras, Palacio Ferial, Zaragoza.

Sweden

Gothenburg

Fairs are held at Gothenburg Exhibition Center. Write: Svenska Massan Stiftelse, Skanegatan 26, S-412 51 Goteborg.
Feb. 13-22. Int'l Swedish Boat Show.
March 17-21. BYGG 76—Int'l Building Fair.
April 6-11. Int'l Swedish Trade Fair—Industrial Goods.
May 12-16. Airborne 76—Int'l Aviation Show.

Jonkoping

June 6-15. ELMIA 76—Int'l Trade Fair for Agriculture and Horticulture. ELMIA AB, Box 6066, Jonkoping.

Malmo

Fairs are held at Malmo Exbn. Halls.
Jan. 28-March 7. MOTOR 76—Automobile and Accessories Exbn. Sydexpo AB, Stjarnplan 3, 216 18 Malmo.

March 31-April 5. MEKANIK 76—Int'l Fair for the Engineering Industry. Skanemassan, Box 19015, S-200 73 Malmo 19.
May 5-9. BYGG-MA 6th Int'l Building Fair. Address same as above.
May 14-17. Int'l Furniture Fair in Scandinavia. Address same as above.

Stockholm

Stockholm fairs are held at St. Eriks Fairgrounds, write: AB St. Eriks Massan, S-106 80 Stockholm.
Feb. 27-March 7. Int'l Boat Show. Annual.
May 6-11. Machine Tools Trade Fair.
May 31-June 4. Int'l Federation of Municipal Engineers with Congress and Trade Fair.
Sept. 29-Oct. 6. Data/Kontor 76 Int'l Office Machinery, Equipment and Computer Fair.
Oct. 21-27. Technical Fair—15th Int'l Fair for Building.
Nov. 28-Dec. 4. SJUKHUS 76/Hospital 76. Int'l Trade Fair and Congress.

Switzerland

Basel

Unless otherwise indicated, write Swiss Industries Fairs, Postfach 4021, Basel.
Feb. 25-Mar. 4. IFM 76—Int'l Fair for Mechanical Handling. Quadrennial.
Mar. 18-28. Art & Antiques Fair of Switzerland. Annual.
Mar. 23-27. DIDACTA/EURODIDAC — European Educational Materials Exbn.
Apr. 24-May 3. 60th Swiss Industries Fair with 4th European Watch, Clock & Jewelry Fair. Annual.
Apr. 24-May 3. 4th European Watch, Clock & Jewelry Fair within 60th Swiss Industries Fair. Annual.
May 22-30. Animals And Us (trade fair & information show). First of its kind.
June 1-5. RAIL 76—2nd World Railway Industries Exbn. Mack Brooks Exbns. Ltd., 62/64 Victoria St., St. Albans, Herts., U.K. AL 1 3XT. Triennial.
June 15-18. MEDEX — 3rd Int'l Exbn. for Medical Electronics & Bio-Engineering. Annual.
June 16-21. ART 7 '76—7th Int'l Art Fair (20th Cent. art). Annual.
June 22-26. WIRE—Int'l Wire Exbn. Mack Brooks Exbns., Ltd., 62/64 Victoria St., St. Albans, Herts., U.K. AL 1 3 XT. Biennial.
Sept. 5-7. INTERFEREX—Int'l Trade Fair for Hardware, Tools, Household Goods (with catalog show sponsored by U.S. Dept. of Commerce). Biennial.
Sept. 7-11. INTERCOLOR 76—Int'l Exbn. of Color Technology for the Paint, Plastics, Printing Ink & Allied Industries.
Sept. 21-25. KNIT 76—Int'l Knitting Machinery Exbn. Mack Brooks Exbns. Ltd., 62/64 Victoria St., St. Albans, Herts., U.K. AL 1 3 XT. Biennial.
Oct. 23-31. SNOW 76—World Exbn. for Ski, Snow & Winter Sports. Annual.

Bern

Fairs are held at Allmend Fairgrounds.
June 15-18. ORNARIS—Fair for Interior, Handicrafts & Boutique Fashion. Marktgasse 55, 3011 Bern. Annual.
Sept. 5-8. SPISO 76—Exbn. of Toys, Souvenirs, Boutique, Christmas & Winter Articles. Monbijoustrasse 14, 3011 Bern. Biennial.
Sept. 20-25. SAMA 76 — Int'l Exbn. for Miniaturized Automation. Postfach 1052, 2501 Biel. Annual.

Geneva

Unless otherwise indicated, write: Case postale 65, 1211 Geneva 4. Fairs are held at the Palais des Expositions.
Jan. 24-Feb. 1. Int'l Motor Show—Utility Vehicles. Biennial.
Mar. 11-21. Int'l Motor Show—Passenger Cars. Annual.
May 4-8. WORLD TOBACCO—Int'l Exbn. of Tobacco Industries.
May 11-14. SITEV 76—Int'l Exbn. of the Vehicle Industries, Their Techniques and Equipment. Annual.
Sept. 13-17. EUROSAF 76—Int'l Industrial Safety & Security Exbn. Biennial.
Oct. 5-8. ELECTRO-OPTICS—European Electro-Optics, Markets & Technology.
Nov. 26-Dec. 5. Int'l Exbn. of Inventions & New Techniques. PROMEX S.A. Salon des Inventions, 22 rue du Mt. Blanc, 1201 Geneva Annual.

Lausanne

Fairs are held at the Palais de Beaulieu.
Jan. 18-21. SPISO—Exbn. of Toys, Souvenirs, Boutique & Summer Articles. Monbijoustrasse 14, 3011 Bern. Biennial.
Feb. 28-Mar. 7. Int'l Tourist & Holiday Exbn. Salon Int'l du Tourisme et des Vacances. 2 av. Agassiz, 1001 Lausanne. Annual.
May 12-15. Nuclear Medicine Conv. with Exbn. Dr. Bernard Delaloye, Chef de la Division Autonome de Medecine Nucleaire, Hospital Cantonal, 1005 Lausanne.
Sept. 11-26. COMPOIR SUISSE—Nat'l Fair. Case postale 733, 1002 Lausanne. Annual.

St. Gallen

Sept. 3-6. INTERMOEBEL/INTERTAPIS - - Int'l Furniture & Carpets Exbn. Olma Fairgrounds. INTEXPO, Museumstrasse 1, 9004 St. Gallen. Biennial.

Zurich

Fairs are held at the Zuespa Exbn. Grounds.
Jan. 19-24. Industrial Handling—Int'l Exbn. for Mechanized & Automated Production. AGIFA Fachmessen GmbH, Postfach 257, 8033 Zurich. Biennial.
Jan. 25-28. ORNARIS — Exbn. for Modern Living & Industrial Arts. Marktgasse 55, 3011 Bern. Annual.
Mar. 13-21. Swiss Boat Show. Zuespa, Thurgauerstrasse 7, 8050 Zurich. Biennial.
Sept. 1-6. FERA—Radio & Television Exbn. Herr L. Bapst, c/o Philips AG, Postfach 670, 8027 Zurich. Annual.
Nov. 1-6. Int'l Hydraulics & Pneumatics Exbn. AGIFA Fachmessen GmbH. Postfach 257, 8033 Zurich. Biennial.
Nov. 17-19. SEMICON EUROPA 76. Zuespa, Thurgauerstrasse 7, 8050 Zurich. Annual.

Tanzania

Dar es Salaam

July 1-9. Saba Saba Int'l Fair. Principal Secretary, Ministry of Commerce & Industries, P.O. Box 9503, Dar es Salaam (Attn.: A. H. Chale). Annual.

Thailand

Bangkok

Feb. 16-20. 1st Conference/Exbn. of Road Engineering Assn. of Asia and Australasia. Exbn. of road engineering equipment. Dusit Thani Hotel, Chulalongkorn University.

Turkey

Izmir

Aug. 20-Sept. 20. Izmir Int'l Fair. Izmir Enternasyonal Fuari ve Turizm Mudurlugu, Attn.: Cumhur Guruz, Fair Director. Annual.

United Kingdom

The initials ITF used below indicate a recurring fair organizer address: Industrial & Trade Fairs Ltd., Radcliffe House, Blenheim Ct., Solihull, B91 2BG. The word Brintex indicates Brintex Exhibitions Ltd., 178-202 Gt. Portland St., London W1N 6NH.

Aberdeen

Sept. 15-21. Int'l Fisheries Exbn. Eagle Exhibition Consultants Ltd., 16-17 Bride Lane, Fleet St., London, EC4Y 8EN. Annual.

SWISS SHOW—*NUCLEX 75, held recently in Basel, brought together 433 exhibitors from 25 countries, including 38 in the U.S. pavilion organized by the Commerce Dept.*

Birmingham

All Birmingham shows are held at National Exhibition Centre.
Feb. 1-5. Int'l Spring Fair. Trade Promotion Services Ltd., Exhibition House, Warren Lane, London SE18 6BW. Annual.
April 5-9. HEVAC—Int'l Heating, Ventilating & Air Conditioning Exbn. ITF. Biennial.
May 3-7. ELECTREX—Int'l Electrical Exbn. Electrical Engineers (A.S.E.E.) Exbn. Ltd., Wix Hill House, West Horsley, Surrey. Biennial.
May 3-7. IEA — Int'l Instruments, Electronics & Automation Exbn.: IPHEX '76—Int'l Pneumatics & Hydraulics Exbn. ITF. Both biennial.
May 3-7. INTERPOWER—Int'l Power Transmission Exbn. ITF. Quadrennial.
May 17-21. Int'l Industrial Safety Trade Exbn. Royal Society for the Prevention of Accidents, Royal Oak Centre, Brighton Rd., Purley, Surrey. Annual.
May 23-27. HEDA—Int'l Home Electronics Domestic Appliances Exbn. Montbuild Ltd., 11 Manchester Sq., London, W1M 5AB. Biennial.
June 17-24. Int'l Laundry, Dry Cleaning & Allied Trades Exbn. ITF. Quadrennial.
Sept. 22-Oct. 2. MACH—Int'l Machine Tool Exbn. Machine Tool Trades Assn., 62 Bayswater Rd., London, W2 3PH. Quadrennial.
Sept. 27-Oct. 1. PEMEC—Int'l Plant Engineering & Maintenance Exbn. Clapp & Poliak (Europe) Ltd., 232 Acton Lane, London, W4 5DL. Annual.
Nov. 15-20. Effluent & Water Treatment Exbn. & Convention; Environmental Pollution Control Exbn. & Congress; Public Works & Municipal Services Congress & Exbn. Brintex. All biennial.
Dec. 7-10. Offshore Int'l Exbn. ITF. Biennial.

Blackpool

Jan. 18-21. Int'l Slipper Fair. Savoy & Cliffs Hotel. Shoe & Leather News (Exhibitions) Ltd., 84-88 Great Eastern St., London, EC2P 2DJ. Annual.

Brighton

Brighton shows are held at Metropole Exhibition Hall.
Jan. 31-Feb. 4. British Int'l Toy Fair. British Toy Fairs (International) Ltd., Regent House, 89 Kingsway, London, WC2B 6RS. Annual.
March 9-11. Electro-Optics Int'l Exbn. Kiver Communications Ltd., 149-155 Ewell Rd., Surbiton, Surrey. Biennial.
March 29-April 2. Papex '76 Int'l Exbn.

BPS Exhibitions Ltd., 4 Seaford Ct., 220-222 Gt. Portland St., London, W1N 5NH. First time.

March 30-April 2. Processing, Packaging, Handling of Toiletries, Pharmaceuticals, Perfumery & Cosmetics Exbn. Sponsor same as above. Biennial.

May 5-7. World's Airports Exbn. Printerhall Ltd., 9 Newman St., London, W.1. First time.

June 8-11. Communication '76—Radio & Data Exbn. Tony Davies, Communications Ltd., 1 Victoria Terrace, Ealing Green, London, W5 5QS. Biennial.

Oct. 19-21. INTERNEPCON/UK. Kiver Communications Ltd., 149-155 Ewell Rd., Surbiton, Surrey. Biennial.

Cardiff

May 24-28. "Offshore Wales" Exbn. & Conference. Sophia Gardens Pavilion. I.T.F. (Northern) Ltd., City Hall, Deansgate, Manchester, M3 4PH. First time.

Farnborough

Sept. 5-12. Int'l Air Show. Society of British Aerospace Companies Ltd., 29 King St., St. James', London, SW1Y 6RD. Biennial.

Harrogate

Jan. 10-15. Int'l Toy Fair. Exbn. Hall & Royal Hotel. Harrogate International Toy Fair Ltd., 8-9 Upper St., Islington, London, N1 0PP. Annual.

May 4-6. FABREX—Int'l Clothing Fabrics Fair—Spring. Hotel Majestic. Marketing Exhibitions Ltd., 113-123 Upper Richmond Rd., London, SW15 2TL. Semi-annual.

July 19-23. Gift Fair. Exbn. Centre & Royal Hotel. P.K.D. Ltd., Hagg St., Colne, Lancs. Annual.

Oct. 12-14. Fire Fighting & Prevention Exbn.; Int'l Industrial Safety Exbn. Exbn. Centre. Brintex. Both biennial.

Kenilworth

May 27-29. WATER—Int'l Water Exbn. Royal Showground. Water '76, National Agricultural Centre, Stoneleigh, Kenilworth, Warwickshire, CV8 2LG. First time.

July 5-8. Royal Show. Nat. Agricultural Centre. Royal Agricultural Society of England. National Agricultural Centre, Kenilworth, Warwickshire, CV8 2LG. Annual.

Oct. 12-14. Combined Dairy Farming Event & British Friesian World Conference Show (previously Royal Dairy Show). Nat. Agricultural Centre. Royal Assn. of British Dairy Farmers, Rossmore Rd., London, NW1 6NP. Annual.

London

Dec. 31-Jan. 11. Int'l Boat Show. Earls Court. National Boat Shows Ltd., 31 Great Queen St., London, WC2B 5AD. Annual.

Jan. 10-17. Int'l Racing & Sporting Motorcycle Show. Horticulture Halls. Herbert Daniel (Holdings) Ltd., 19 Compton Terrace, London, N.1. Annual.

Jan. 14-21. HOTELYMPIA—Int'l Hotel & Catering Exbn. Olympia. ITF. Biennial.

Feb. 1-6. Int'l Hardware & Housewares Trades Fair. Olympia. Universal Exhibitions Ltd., P.O. Box 43, High Wycombe, Bucks. Annual.

Feb. 8-15. Int'l Furniture Show. Earls Court. B.F.M. Exhibitions Ltd., 17 Berners St., London W1P 4DY. Annual.

March 1-4. IMBEX—Int'l Men's and Boys' Wear Exbn. Earls Court. ITF. Annual.

March 2-5. Tunneling '76 Int'l Exbn. & Symposium. Cunard Int'l Hotel. Christopher Bradley Ltd., 78 Vineyard Hill Rd., Wimbledon Park, London, SW19 7JJ. First time.

March 16-18. Interglass '76 Exbn. New Horticulture Hall. Trident Conferences & Exbns. Ltd., Abbey Mead House, 23a Plymouth Rd, Tavistock, Devon. PL19 8AU. First time.

March 22-26. Autoquip '76 Exbn. Cunard Int'l Hotel. S.M.M.T. Ltd., 21-24 Grosvenor Pl., London, S.W.1. Annual.

March 23-25. CAD—Computer Aided Design Conference & Exbn. Imperial College. IPC Science & Technology Press Ltd., 32 High St., Guildford, Surrey. Annual.

March 23-25. Computermarket '76. New Horticulture Hall. Computerworld Publishing Ltd., 140-146 Camden St., London, NW1 9PF. Annual.

March 29-April 2. BREWEX—Int'l Brewing, Bottling & Allied Trades Exbn. Earls Court. ITF. Quadrennial.

April 6-8. Leatherwear Int'l Exbn. West Center Hotel. Leather Institute, Leather Trade House, 82 Borough High St., London, SE1 1LL. Annual.

April 7-10. London Int'l Fashion Fair. Earls Court. Brintex. Biennial.

April 13-15. All Electronic Show. Grosvenor House. Evan Steadman Group, 34-36 High St., Saffron Walden, Essex.

April 26-30. IFSEC—Int'l Fire & Security Exbn. & Conference. Olympia. Victor Green Pubs. Ltd., 44 Bedford Row, London WC1R 4BR. Biennial.

April 26-30. EUROPACLEAN—Int'l Cleaning & Maintenance Exbn.; Storage, Handling & Distribution Exbn. Olympia. Turret Press Ltd. (Exhibitions Div.), 886 High Rd., Finchley, London N12 9SB. Both biennial.

April 27-29. LABWARE—Laboratory Equipment Exbn. Cunard Int'l Hotel. British Laboratory Ware Assn. Ltd., 28 Worple Rd., London, S.W. 19. Annual.

April 27-30. IMEX — Int'l Marine Exbn.; Int'l Pipeline Engineering Exbn. Earls Court. Brintex. Both biennial.

April 27-May 2. Hi-Fidelity '76 Exbn. Heathrow Hotel, Heathrow. Amazing Communication Co., Lamb House, Church St., Chiswick, London, W4 2PB. Annual.

May 11-14. FP 176 — Fluid Power Int'l Exbn. Olympia. Commercial Exbns. & Pubs. Ltd., Riverside House, Hough St., Woolwich, London. SE18 6LR. Biennial.

May 16-20. Int'l Contract Furnishing & Interior Design Exbn. Olympia. Westbourne Exhibitions Ltd., Crown House, Morden, Surrey. Annual.

May 18-21. Int'l Confectionery, Tobacco & Newsagency Exbn. Earls Court. C.T.N. Enterprises Ltd., 53 Christchurch Ave., London, N12 0DH. Annual.

June 8-10. Print Fair. Cunard Int'l Hotel. Print Buyer Magazine Ltd., 58 Parker St., London. W.C.2. Annual.

June 8-11. Book Fair. Olympia. Brintex. Annual.

June 8-11. Educational Materials Exbn.; Information Retrieval Exbn.—INFOFAIR; Int'l Audio-Visual Aids Exbn.—INTERNAVEX; Offset-Litho Exbn.—INTERLITH. Olympia. Brintex. All biennial.

Sept. 24-Oct. 2. Int'l Commercial Motor Transport Exbn. Earls Court. S.M.M.T. Ltd., 21-24 Grosvenor Pl., London, S.W.1. Biennial.

Oct. 4-7. World Offshore Exbn. & Conference. Olympia. Fairs & Exhibitions Ltd., 21 Park Sq. East, Regent's Park, London, NW1 4LH. First time.

Oct. 12-15. WOOD TECHNIK—Int'l Woodworking Machinery & Materials Exbn. Alex. Palace. Westbourne Exhibitions Ltd., Crown House, Morden, Surrey. Biennial.

Oct. 23-Nov. 6. Int'l Handicrafts & Do-It-Yourself Exbn. Olympia. A. J. Kreps, Do-It-Yourself Exhibition, Link House, Dingwall Ave., Croydon, Surrey. Annual.

Oct. 26-29. Microforum Int'l Exbn. Wembley Conference Centre. Business Equipment Trade Assn., 109 Kingsway, London, WC2B 6PU. Biennial.

Oct. 28-30. Mailing Equipment Exbn. Bloomsbury Centre Hotel. Sponsor same as above. First time.

Nov. 14-21. Int'l Kitchen and Bathroom Show. Olympia. Building Trades Exhibition Ltd., 11 Manchester Sq., London W1M 5AB. Biennial.

Nov. 16-18. Int'l Mini-Computer Conference & Exbn. West Centre Hotel. On-Line Computer Systems Ltd., Brunel University, Uxbridge, Middlesex. Biennial.

Dec. 6-10. Royal Smithfield Show & Agricultural Machinery Exbn. Smithfield Show Joint Committee, 21-24 Grosvenor Pl., London, SW1.

Manchester

April 5-9. Plastics Industries Exbn. Belle Vue. Exhibitions for Industry Ltd., 157 Station Rd. East, Oxted, Surrey, RH8 0QE. Biennial.

Nov. 8-12. APEX—Automated Production Exbn. Site, sponsor same as above. Biennial.

Wembley

Oct. 18-21. Int'l Craft & Hobby Fair. Exbn. & Conf. Centre. Toy Exhibitions (Southern) Ltd., 1 Silver Way, Highcliffe-on-Sea, Christchurch, Dorset. First time.

Nov. 23-25. Computer Peripheral & Small Computer Systems Exbn. & Conf. Exbn. & Conf. Centre. Trident Conferences & Exhibitions Ltd., 60 George St., Richmond, Surrey.

USSR

Address for all events is Administration for International and Foreign Exhibitions in the USSR, USSR Chamber of Commerce and Industry, Sokolnichesky Val, 1a, 107232 Moscow. Telex: 7185.

Baku

Oct. 14-24. Machines, Equipment and Instruments for Food, Canning and Wine Industries.

Kiev

June 1-10. Diamonds, Diamond Tools and Equipment for Diamond Machining.

Leningrad

Oct. 7-17. Ship Automatic Systems.

Minsk

May 27-June 6. Equipment for Industrial Production of Mixed-Feed and Processing Secondary Raw Material for Mixed-Feed.

July 29-Aug. 8. Machines, Equipment and Instruments for Mechanization of Potato Cultivation, Harvesting and Processing.

Moscow

Jan. 15-24. Equipment for Autogenous Working of Metals.

May 25-June 8. INLEGMASH (2nd Int'l Exbn. of Equipment and Technological Processes in Light Industry).

June 17-28. Agricultural Chemistry.

July 1-18. Modern Amusement and Public Park Equipment.

July 22-Aug. 10. Equipment, Apparatus, Devices, Instruments and Materials used in Cartography and Geography.

Aug. 5-15. Automated Devices for Traffic and Pedestrian Flow Control and Inspection.

Sept. 1-15. INTERBYTMASH (2nd Int'l Exbn. of Municipal Services and Domestic Equipment).

Oct. 12-21. Equipment, Tools and Instruments for Watch and Jewelry Industry.

Oct. 13-22. Instruments and Apparatus for Radiophysical Research.

Riga

Aug. 10-19. Equipment and Wares for Health Resorts and Recreation Centers.

Tashkent

Oct. 14-24. Cotton Cleaning Machinery.

Tbilisi

Sept. 30-Oct. 10. Equipment for Processing of Black and Green Beichao and Instant Tea.

Ufa

Sept. 16-26. Equipment for Plating of Corrosion Resistant Coatings and Non-Metallic Materials in Oil Chemistry.

Yugoslavia

Belgrade

For Belgrade fairs write: Beogradski Sajam (Belgrade Fair), Bulevar vojvode Misica 14, P.O. Box 408, 11000 Belgrade, Attn: Mr. Miladin Sakic, Director General; Mr. Milovan Jevtovic, Counselor/Foreign Exhibits, Tel: 655-555, Cable: SAJAM BEOGRAD, *Telex: 11306 yu bgsajam.*
March 15-20. 2nd Spring Clothing Fair. Annual.
April 5-15. 15th Int'l Motor Show, annual; 20th Int'l Technical Fair, annual; Int'l Exbn. of Regulating and Measuring Techniques, annual; Int'l Exbn. of Computers and Equipment for Computer Centers, annual; Int'l Exbn. of Medicine, first time; 11th Int'l Fair of Chemical Industries, annual; 6th Int'l Foundry Trade Exbn., annual; BUILDING 76—Int'l Building Trade Fair, annual; MINING Exbn., first time.
Oct. 4-9. FASHIONS IN THE WORLD—17th Int'l Clothing Fair. Annual.
Oct. 25-30. 7th Int'l Exbn. of Advanced Educational Aids and Equipment, annual; PROTECTION 76—5th Int'l Occupational Safety and Human Environment Protection Exbn., annual; 3rd Int'l Exbn. of Traffic, Communications and Internal Transport, biennial; 21st Int'l Book Fair, annual.
Nov. 18-23. 14th Int'l Fair of Furniture, Accessories and Interior Decoration. Annual.

Leskovac

May 30-June 5. Int'l Fair of Textiles and Textile Machinery. Medjunarodni Sajam Tekstila I Tekstilnih Masina, Koste Stamenkovica 5, 16000 Leskovac, Attn: Mr. Djordje Begovic, Director, Cable: SAJAM LESKOVAC. Annual.

Ljubljana

For Ljubljana fairs, write: Gospodarsko Razstavisce (Ljubljana), Titova cesta 50, 61000 Ljubljana, Attn: Mr. Leopold Kresa, Director General, Telex: 31127 yu gr.
Jan. 17-23. MODA 76—21st Fair of Ready Made Clothes, Fashion Materials, Knitware, Leather and Leather Goods. Annual.
Feb. 4-10. Techniques for Environment 76. First time.
March 2-5. Int'l Fair of Machinery and Equipment for Ready Made Clothing and the Knitware Industry. First time.
April 6-11. ALPE-ADRIA 76—15th Int'l Samples Fair. Annual.
May 25-27. SETEX 76—9th Fair of Cloth and Trimming Samples for the Clothing Trade. Annual.
June 7-12. Wood Fair—Int'l Fair of Woodworking Machinery, Equipment, Tools and Semi-Finished Products. Biennial.
Aug. 21-29. Pomurje Agricultural Fair—Radgona. Annual.
Aug. 3-Sept. 5. VINO 76—22nd Int'l Wine Growing Fair. Annual.
Oct. 5-9. MODERN ELECTRONICS 76—23rd Int'l Exbn. of Electronics, Telecommunications, Automation, Electronic Apparatus for Data Processing and Nuclear Techniques. Annual.
Nov. 17-2' SKI EXPO 76—6th Int'l Fair of Winter Sports and Tourism. Annual.

Novi Sad

For Novi Sad fairs, write: Novosadski Sajam, Hajduk Veljkova 11, P.O. Box 165, 21000 Novi Sad, Attn: Mr. Nikola Dragin, Director; Mr. Stevan Muric, Counselor/International Exhibitors, Telex: 14180 yu sajam.
May 14-23. 43rd Int'l Agric. Fair. Annual.
Sept. 25-Oct. 3. Autumn Int'l Agricultural Fair, annual; Int'l Fair of Hunting, Fishing and Sports Equipment.

Sarajevo

For Sarajevo fairs, write: SKENDERIJA, *Center for Cultural Sports, Social and Economic Activities, Mice Sokolovica b.b., 71000 Sarajevo, Attn: Mr. Ljubo Kojo, Director General, Telex: 41248 yu skend.*
March 15-20. 7th Int'l Fair of Tourism and Sports. Annual.
May 14-18. A THOUSAND JOYS—3rd Children's Int'l Fair. Annual.
May 26-30. STONE, MARBLE AND GRANITE—2nd Int'l Fair. Annual.
Oct. 11-16. 7th Int'l Fair of Plum Brandy. Annual.
Nov. 8-13. 5th Int'l Fair of Plastics. Annual.

Skopje

For Skopje fairs, write: Skopski Saem, Novo Sajmiste, P.O. Box 356, 91000 Skopje, Attn: Georgi Georgievski, Dir. Gen., Telex: 51197.
Oct. 11-17. SKOMESA Int'l Fair with 4 shows: Tobacco & Tobacco Machinery Show; Int'l Agribusiness Fair; Int'l Exbn. of Hydrotechnical Improvement; Int'l Exbn. of Equipment, Tools, Folk Arts, Crafts. Annual.

Subotica

For Subotica fairs, write: Subotica International Fair, Aleja Marsala Tita 5, 25000 Subotica, Attn: Mr. Mane Diklic, Director.
April 3-11. 5th Panonia Fair (consumer goods' samples). Annual.
Oct. 9-16. Int'l Fair of Handicrafts, Equipment, Tools and Folk Arts and Crafts. Annual.

Zagreb

For Zagreb fairs, write: Zagrebacki Velesajam (Zagreb Fair), Aleja Borisa Kidrica 2, 41000 Zagreb, Attn: Mr. Stanko Zlataric, Director, Commercial Division, Tel: 411-666, Cable: VELESAJAM ZAGREB, *Telex: 21385 yz zv zg.*
Feb. 16-20. 25th Int'l Leather and Footwear Week. Annual.
April 22-28. Zagreb Int'l Spring Fair Program: TU-EX—8th Int'l Exbn. of Tourist, Catering and Shop Equipment, annual; Int'l Consumer Goods Fair, annual; 16th Int'l Food Fair, annual; 4th Int'l Furniture and Timber Industry Fair, annual; 3rd Int'l Textile Industry Fair, annual: SPORTEX—4th Int'l Fair of Sports and Recreation Equipment, annual; INTERNAUTIKA—4th Int'l Nautical Exbn., annual; 18th Int'l Crafts Fair, annual; MODENPAK—7th Int'l Fair for Modern Packing, biennial; 6th Int'l Mining Fair, biennial; 8th Int'l Building Fair, biennial.
May 18-23. 7th Int'l Welding and Welded Construction Fair; ANTIKOROZIJA—3rd Int'l Exbn. of Material Protection and Industrial Finishing. Both biennial.
June 14-19. BIAM—3rd Int'l Machine Tool Fair. Biennial.
Sept. 10-19. Int'l Autumn Fair. Annual.
Oct. 18-23. INTERBIRO—8th Int'l Office Machinery and Equipment Exbn. Annual.
Nov. 2-4. KUTEX—Int'l Commercial Textile Contracting. Annual.
Nov. 18-21. INTERDISC 76—2nd Exbn. of Records, Audio Appliances, Equip. Annual.

Zambia

Ndola

July 1-6. Zambia Trade Fair. Fair Park, Ndola. Zambia Industrial and Commercial Show Society Ltd., P.O. Box 1058. Annual.

EAST EUROPEAN FAIR—*Some of the agricultural equipment displayed outside U.S. pavilion at the annual international trade fair in Plovdiv, Bulgaria, is viewed.*

Overseas Buyers Invited To Attend U.S. Expositions

For U.S. businessmen interested in expanding exports through participation in events in this country, U.S. industry expositions are listed below by date, name, location, and fair management address.

The following partial list includes principal shows whose managements have indicated to the Commerce Department an interest in hosting foreign exhibitors, businessmen and professional visitors. Information is taken from the latest data submitted to the Commerce Department's United States Travel Service: however, the Department cannot assume responsibility for the accuracy of dates or the outcome of any transactions with the fair managements.

For general information on trade fairs and expositions in the United States, write: Office of Expositions and Special Projects, United States Travel Service, Room 4845, U. S. Department of Commerce, Washington, D.C. 20230.

Some of the fairs listed wll receive trade promotion assistance by Commerce's Office of Export Development, under its Foreign Buyer Program. These key events are identified by the symbol "FBP". Inquiries concerning FBP shows may be addressed to OED/FBP, U.S. Department of Commerce, Washington, D.C. 20230.

January 1976

4-7. Miami Beach Gift & Jewelry Show, Miami Beach. Helen Brett, 6 E. Monroe St. Chicago, Ill. 60603.
4-8. Atlantic City China & Glass Show, Atlantic City, Wm. E. Little, 261 Madison Ave., New York, N.Y. 10016.
5-7. Tennis Industry's Nat'l Buying Show, Miami Beach, 915 N.E. 125th St., Suite 2-C North, Miami, Fl. 33161.
7-9. Winter Consumer Electronics Show,

Chicago. Charles Snitow Orgn., Inc., 331 Madison Ave., New York, N.Y. 10017.
8-13. Nat'l Audio-Visual Assn., New Orleans, 3150 Spring St., Fairfax, Va. 22030.
8-18. Atlanta Int'l Sport & Travel Show, Atlanta. H & H Productions, Inc., 1172 W. Galbraith Rd., Cincinnati, Ohio 45231.
8-18. Nat'l Boat Show, New York. Box 5555, Grand Central Sta., New York, N.Y. 10017.
8-22. Home Furnishing Market, Atlanta. 240 Peachtree St., NW., Atlanta, Ga. 30303.
9-14. Transworld Housewares & Variety Exhibit, Chicago. 466 Central Ave., Northfield, Ill. 60093. FBP
10-11. Int'l Mink Show & Commercial Exhibits, Madison. Rt. 3, Box 380, Madison, Wis. 53711.
10-18. Detroit Auto Show, Detroit. 6525 Lincoln Ave., Detroit, Mich. 48202.
11-14. Nat'l Fashion & Boutique Show, New York. Hotel McAlpin, Suite 2290, 34th & Broadway, New York, N.Y. 10001.
11-14. Retailers Business & Equipment Expos., New York. Nat'l Retail Merchants Assn. Enterprises, Inc., 100 W. 31st St., New York, N.Y. 10001.
12-15. Nat'l Housewares Expos., Chicago. Dolph Zapfel, 1130 Merchandise Mart, Chicago, Ill. 60654. FBP
13-15. INTERPIPE (Int'l Pipeline Technology Convention), Houston. 6006 Bellaire Blvd., Suite 109, Houston, Tex. 77036.
16-24. Nat'l Western Stock Show, Denver. 1325 E. 46th Ave., Denver, Colo. 80216.
18-20. Concrete Industries Expos. (CIE), Orlando, Fla. Martin C. Dwyer, Inc., 400 N. Michigan Ave., Chicago, Ill. 60611.
18-21. Nat'l Expos. for Food Processors, San Francisco. 7758 Wisconsin Ave., Washington, D.C. 20014. FBP
18-22. Nat'l Assn. of Home Builders Conv. & Educational Expos., Dallas. 15th & M Sts. NW., Washington, D.C. 20007.
19-20. Int'l Carwash Expos., Las Vegas, Nev. 400 N. Michigan Ave., Chicago, Ill. 60611.
24-28. Nat'l Bicycle Show, Tampa, Fla. 29023 Euclid Ave., Wickliffe, Ohio 44092.
24-Feb. 1. Greater New York Automobile Show, New York. Charles Snitow Orgn., Inc., 331 Madison Ave., New York, N.Y. 10017.
25-27. New Orleans Gift & Jewelry Show, New Orleans. Helen Brett, 6 E. Monroe St., Chicago, Ill. 60603.
25-28. Hobby Industry Trade Show, Chicago. 200 Fifth Ave., Suite 1101, New York, N.Y. 10010.
25-30. Chicago Gift Show, Chicago. Eastern Manufacturers & Importers Exhibit, Inc., 261 Madison Ave., New York, N.Y. 10016.
27-31. Southeastern Int'l Poultry Conv., Atlanta. Harold E. Ford, 1456 Church St., Decatur, Ga. 30030.

February 1976

1-4. San Francisco Gift Show, San Francisco. Western Exhibitors, Inc., 1355 Market St., San Francisco, Calif. 94103.
1-5. Concrete & Aggregates Show, Houston. Vincent P. Ahearn, Jr., 900 Spring St., Silver Spring, Md. 20910. FBP
2-6. World Fair for Technology Exchange, Chicago. Dr. Dvorkovitz & Associates, P.O. Box 1748, Ormond Beach, Fla. 32074.
5-8. Nat'l Sporting Goods Assn. Conv. & Show, Chicago, 717 N. Michigan Ave., Chicago, Ill. 60611. FBP
6-8. Int'l Health, Diet & Physical Fitness Expos., Miami Beach. Rochstein & McLaughlin Show Productions, 115 West Second Court, Hibiscus Island, Miami Beach, Fla. 33141.
7-11. Nat'l Automobile Dealers Assn. Expos., Las Vegas, Nev. 1640 West Park Dr., McLean, Va. 22101.
7-14. Eastern Sports & Outdoor Show, Harrisburg, Pa. Mitchell Halperin, 1330 Boylston St., Chestnut Hill, Mass. 02167.
7-15. Int'l Boat Show, Boston. 1330 Boylston St., Chestnut Hill, Mass. 02167.
8-10. Nat'l Shoe Fair, New York. Reno Ravenna, 200 Madison Ave., New York, N.Y. 10016.
8-11. Int'l Security Conf. (West), Los Angeles. 2639 S. La Cienega, Los Angeles, Calif. 90039.
9-15. World Congress for Housing, Tulsa, Okla. Great Plains Mobile Housing Institute, 4850 E. 50th St., Tulsa, Okla. 74135.
10-12. Farm Equipment Show, Tulare, Calif. Susan L. Smith, Box 1475, Tulare, Calif. 93274.
11-14. Nat'l Farm Machinery Show, Louisville, Ky. P.O. Box 21179, Louisville, Ky. 40221.
14-16. Nat'l Fancy Food & Confection Show, San Francisco. Charles Snitow Orgn. Inc., 331 Madison Ave., New York, N.Y. 10017.
14-17. Nat'l Variety Merchandise Show, New York. 98 Cutter Mill Rd., Great Neck, N.Y. 11021.
14-18. Precast Concrete Industries Expos., St. Louis. 825 E. 64th St., Indianapolis, Ind. 46220.
15-17. Int'l Cycle Show, New York. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10017.
15-17. Int'l Toy Fair, New York. 545 Fifth Ave., New York, N.Y. 10017.
18-22. Science Int'l, Boston. Scherago Assn., Box 874, Upper Montclair, N.J. 07043.
19-25. Miami Int'l Boat Show, Miami Beach. 1570 Madruga Ave., Coral Gables, Fla. 33146.
22-25. Western Farm Show, Kansas City, Mo. 638 W. 39th St., Kansas City, Mo. 64111.
22-27. New York Gift Show, New York. Little Brothers Shows, Inc., 261 Madison Ave., New York, N.Y. 10016.
23-27. SAE Automotive Congress & Expos., Detroit. Society of Automotive Engineers, 400 Commonwealth Dr., Warrendale, Pa. 15096.
24-26. NEPCON WEST & INT'L Microelectronics Exhibit, Anaheim, Calif. Philip Ullo, 222 W. Adams St., Chicago, Ill. 60606.

March 1976

1-5. Pittsburgh Conf. on Analytical Chemistry & Applied Spectroscopy, Cleveland. Edwin Hodge, Mellon Inst., 4400 5th Ave., Pittsburgh, Pa. 15213.
7-10. Nat'l Home Center/Home Improvement Congress & Expos., Chicago. 600 Talcott Road, Park Ridge, Ill. 60068.
8-9. Triumph of Agriculture Farm & Ranch Machinery Show, Omaha, Nebr. Mid-America Expos., Inc., 666 Farnam Bldg., Omaha, Nebr. 68102.
8-11. WESTEC '76 (Western Metal & Tool Expos. & Conf.), Los Angeles. Society of Mfg. Engineers, 20501 Ford Rd., Dearborn, Mich. 48128.
14-18. Int'l Anesthesia Research Society, Las Vegas, Nev. Charles B. Slack, 6900 Grove Rd., Thorofare, N.J. 08086.
15-17. Int'l Pulp & Paper Industry Exhibit, New York. 14 West 40th St., New York, N.Y. 10018.
16-21. Texas Nat'l Sports, Camping & Vacation Show, Houston, P.O. Box 42163, Houston, Tex. 77042.
21-23. Int'l Beauty Show, New York. 100 Park Ave., New York, N.Y. 10017.
21-24. Housewares & Variety Merchandise Show, Los Angeles. 98 Cutter Mill Rd., Great Neck, N.Y. 11021.
21-25. Boston Gift Show, Boston. Little Brothers Shows, Inc., 261 Madison Ave., New York, N.Y. 10016.
21-25. Int'l Gas Turbine Conf., New Orleans. 4519 18th St. N., Arlington, Va. 22207.
24-26. Pacific Egg & Poultry Assn. Conv. & Expos., Anaheim, Calif. Robert S. Bernier, 5420 W. Jefferson Blvd., Los Angeles, Calif. 90016.
25-28. Hoosier Antiques Expos., Indianapolis. 9480 E. Washington, Indianapolis, Ind. 46229.
29-Apr. 1. Assoc. for Educational Communications & Technology Nat'l Conv., Anaheim, Calif. 1201 16th St., NW., Washington, D.C. 20036.
29-Apr. 1. New England Hospital Assembly Inc., Boston, Mass. John L. Quigley, 91 Crest Ave., Chelsea, Mass. 02150.

April 1976

2-6. American Alliance for Health, Physical Education & Recreation Nat'l Conv., Milwaukee, Wis. 1201 16th St., NW., Washington, D.C. 20036.
3-8. American Pharmaceutical Assn. Meeting, New Orleans. 17 H-2100 South Ocean Dr., Ft. Lauderdale, Fla. 33316.
4-8. Nat'l Cable Television Assn. Conv., Dallas. 918 16th St. NW., Washington, D.C. 20006.
4-9. Council for Exceptional Children Int'l Conv., Chicago. 1920 Association Dr., Reston, Va. 22091.
5-8. Design Engineering Show & Conf., Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017. FBP.
5-8. Nat'l Materials Handling Show, Chicago. Shea Management, Inc., 1326 Freeport Rd., Pittsburgh, Pa. 15238. FBP.
5-8. Petroleum Industry Electrical Assn., Houston. 4302 Airport Blvd., Austin, Tex. 78722.
6-8. Nat'l SAMPE Symposium & Exbn., Los Angeles. Marge Smith, SAMPE—P.O. Box 613, Azusa, Calif. 91702.
6-9. SAE Business Aircraft Meeting & Display, Wichita, Kan. Society of Automotive Engineers, 400 Commonwealth Dr., Warrendale, Pa. 15096.
8-10. Nat'l Hockey Expos., Minneapolis. United Expos., Inc., P.O. Box 13, Green Bay, Wis. 54305.
10-12. Louisville Retreaders' Conf., Louisville, Ky. Box 17203. Lousville, Ky.
22-25. Crutcher Antiques Show, Indianapolis. R.1, 7370 Old Nat'l Trail, E. New Carlisle, Ohio 45344.
22-30. Southern Furniture Market, High Point, N.C. 209 S. Main St., High Point, N.C. FBP.
25-28. Clean—77, Chicago. Nat'l Automatic Laundry & Cleaning Council, 7 S. Dearborn, Chicago, Ill. 60603.
26-29. Int'l Tool & Manufacturing Expos. & Engineering Conv., Cleveland. 20501 Ford Rd., Dearborn, Mich. 48127.
26-29. Society of Plastic Engineers Spring Show, Atlantic City, N.J. 656 W. Putnam Ave., Greenwich, Conn. 06830.
26-30. AFS Casting Congress & Expos., Chicago. Martin C. Dwyer, Inc., 400 N. Michigan Ave., Chicago, Ill. 60611.
27-30. Nat'l Micrographics Assn. Conf., Chicago. 8728 Colesville Rd., Suite 1101, Silver Spring, Md. 20910.
28-May 1. Nat'l Art Materials Trade Assn. Conv. & Show, San Diego. Howard L. Landstrom, 182A Blvd., Hasbrouck Heights, N.J. 07604.

May 1976

1-2. Model & Craft Show, Anaheim, Calif. Bruce L. Paton, 1791 Andrews St., Tustin, Calif. 92680.
2-5. Super Market Institute Conv. & Educational Expos., Dallas. Murray L. Grigg, 303 E. Ohio St., Chicago, Ill. 60611. FBP.

3-5. American Ceramic Society Expos., Cincinnati. Exhibition Management Inc., 40 W. Ridgewood Ave., Ridgewood, N.J. 07450.
3-6. Nat'l LP-Gas Assn. Int'l Conv. & Exbn., Las Vegas, Nev. 79 W. Monroe St., Chicago, Ill. 60603.
3-6. PREMIUM Show, New York. 98 Cutter Mill Rd., Great Neck, N.Y. 11021.
3-7. Offshore Technology Conf., Houston. Douglas L. Ducate, 6200 North Central Expressway, Dallas, Tex. 75206.
4-6. NEWCOM '76, New Orleans. Electronic Industry Show Corp., 222 S. Riverside Plaza, Chicago, Ill. 60606.
9-12. Int'l Carwash Expos., Las Vegas. Martin C. Dwyer, Inc., 400 N. Michigan Ave., Chicago, Ill. 60611.
10-12. Apartment Builder/Developer Conf. & Expos., New Orleans. Nat'l Expos. Co., 14 W. 40th St., New York, N.Y. 10018.
10-13. American Mining Congress Coal Show, Detroit. 1100 Ring Bldg., Washington, D.C. 20036. FBP.
10-14. American Welding Society Meeting, St. Louis. 2501 N.W. 7th St., Miami, Fla. 33125.
11-13. Int'l Leather Goods Show, New York. 545 Fifth Ave., New York, N.Y. 10017.
11-13. Int'l Powder & Bulk Solids Processing & Handling Conf. & Exbn., Rosemont, Ill. Philip Ullo, 222 W. Adams, Chicago, Ill. 60606.
11-14. ELECTRO '76, Boston. Institute of Electrical & Electronics Engineers, Inc., 345 E. 47th St., New York, N.Y. 10017. FBP.
13-15. Graphic Arts 76, Atlanta. Bill Treadway, P.O. B. 4262, Charlotte, N.C. 28204.
16-18. ASAM Int'l Technical Conf. and Exbn., Grand Rapids. 1049 S. Main St., Plymouth, Mich. 48170.
16-19. National Bath, Bed & Linen Show, New York. Donald H. Roberts, 437 Fifth Ave., New York, N.Y. 10016.
16-19. New York Stationery Show, New York. George Little Mgt. Inc., 261 Madison Ave., New York, N.Y. 10016.
17-20. Nat'l Plant Engineering & Maintenance Show & Conf., Philadelphia. Clapp & Poliak, Inc. 245 Park Ave., New York, N.Y. 10017.
17-21. Int'l Petroleum Expos., Tulsa, Okla. Martin C. Dwyer, Inc., 400 N. Michigan Ave., Chicago, Ill. 60611. FBP.
21-23. Nat'l Expos. of the Surgical Trade Industries, New York. Joseph H. Leopold Associates, 139-11 88th Rd., Jamaica, N.Y. 11435.
23-26. Int'l Council of Shopping Centers Conv./Trade Show, Las Vegas, Nev. 445 Park Ave., New York, N.Y. 10022.
23-26. Int'l Security Conf., Chicago. 2639 S. La Cienega Blvd., Los Angeles, Calif. 90034.
24-26. New England Tool & Manufacturing Expos. & Engineering Conf., Boston. Wm. J. Hilty, SME 20501 Ford Rd., Dearborn, Mich. 48128.
25-27. SEMICON/WEST '76, San Mateo, Calif. Golden Gate Enterprises, Inc., 1333 Lawrence Expwy., Suite 213, Santa Clara, Calif. 95051.
25-27. TEXPO, American Fashion Textiles Expos., New York. Bobbin Publications, Inc. P.O. Box 527, Columbia, S.C. 29202.
25-27. Western Safety Congress & Exhibits, Anaheim, Calif. A. B. Chapman, 3388 W. 8th St., Los Angeles, Calif. 90005.
25-29. Ohio World Trade Week, Cleveland, Burke Lakefront Airport, Cleveland, Ohio 44114.
26-28. Graphics '76, Dallas. Ray Hellman, 3 Quintard Dr., Port Chester, N.Y. 10573.

June 1976

1-5. Int'l Waste Equipment & Technology Expos., Chicago. Jeanne Hayes, Suite 800, 1730 Rhode Island Ave., NW., Washington, D.C. 20036.
6-9. Institute of Food Technologists Meeting & Expos., Anaheim, Calif. Dan Weber, 221 N. La Salle, Chicago, Ill. 60601.
8-10. NEPCON East & Int'l Microelectronics Exbn., New York. Philip Ullo, 222 W. Adams, Chicago, Ill. 60606.
13-16. Summer Consumer Electronics Show concurrent with VIDSEC 76 (Video Systems Expos. & Conf.), Chicago. Charles Snitow Orgn. Inc., 331 Madison Ave., New York, N.Y. 10017.
13-17. Pacific Fine Food, Confectionery & Beverage Show, Pasadena, Calif. P.O. Box 866, Pasadena, Calif. 91102.
14-16. IEEE Int'l Conf. on Communications, Philadelphia. One Parkway, 4th Fl., Philadelphia, Pa. 19102.
14-16. Underground Excavation Exhibit, Las Vegas, Nev. Fred Favata, c/o ASCE, 345 E. 47th St., New York, N.Y. 10017.
15-17. Appliance Design & Mfg. Expos., Cincinnati. Philip Ullo, 222 W. Adams St., Chicago, Ill. 60606.
15-17. Western Plant Engineering Show, Anaheim, Calif. 3951 E. Huntington Dr., Suite 104, Pasadena, Calif. 91107.
17-20. Crutcher Antiques Show, Indianapolis. R. L. 7370 Old Nat'l Trail, E. New Carlisle, Ohio 45344.
17-20. Hoosier Antiques Expos., Indianapolis. 9480 E. Washington, Indianapolis, Ind. 46229.
19-21. NAPHCC Expo. '76, Washington, D.C. Nat'l Assn. of Plumbing, Heating, Cooling Contractors, 1016 20th St., NW., Washington, D.C. 20036.
20-25. IAMLT/ASMT Joint Int'l Conference for Medical Technology, Chicago. American Society for Medical Technology, 5555 W. Loop So., #200, Bellaire, Tex. 77401.
22-24. COSMO EXPO, New York. Nat'l Expos. Co., Inc., 14 W. 40th St., New York, N.Y. 10018.
23-26. Truck Week '76, Chicago. Motor & Equipment Mfrs. Assn. 222 Cedar Lane, Teaneck, N.J. 07666.
24-27. American Optometric Assn. Congress, Las Vegas, Nev. 700 Chippewa St., St. Louis, Mo. 63119.
27-29. Nat'l Assn. of Retail Grocers Food Industries Expos., Houston. 2000 Spring Rd., Oak Brook, Ill. 60521.
27-July 1. American Electroplaters Society Technical Conf. & Exhibit, Denver. 56 Melmore Gardens, E. Orange, N.J. 07017.
27-July 2. Air Pollution Control Assn., Portland, Ore. 4400 5th Ave., Pittsburgh, Pa. 15213.
27-July 2. Int'l Powder Metallurgy Conf. & Exbn., Chicago. P.O. Box 2054, Princeton, N.J. 08540.
30-July 4. Int'l Doll & Miniature Conv., Dallas. 10920 Indian Trail, Suite 302, Dallas, Tex. 75229.

July 1976

1-18. Chicago Int'l Trade Expos., Chicago. Chicago Assn. of Commerce & Industry, 130 S. Michigan Ave., Chicago, Ill. 60603.
9-14. Transworld Housewares & Variety Exhibit, Chicago. Transworld Exhibits Inc., 466 Central Ave., Northfield, Ill. 60093.
11-14. National Fancy Food & Confection Show, New York. Charles Snitow Orgn., Inc., 331 Madison Ave., New York, N.Y. 10017.
11-16. Los Angeles Home Furnishings Mart, Los Angeles. 1933 South Broadway, Los Angeles, Calif. 90007.
12-16. National Housewares Expos., Chicago. Dolph Zapfel, 1130 Merchandise Mart, Chicago, Ill. 60654.
18-24. American Library Assn. Conf., Chicago. 50 E. Huron St., Chicago, Ill. 60611.
20-22. Expos. on Transportation Technology, Los Angeles. Fred Favata, c/o ASCE, 345 E. 47th St., New York, N.Y. 10017.
25-27. Tennis Industry's Nat'l Buying Show, San Diego. Hardy C. Katz, 915 NE. 125th St., Suite 2-C, North Miami, Fla. 33161.
25-28. New Orleans Gift & Jewelry Show, New Orleans. Helen Brett, 6 E. Monroe St., Chicago, Ill. 60603.
25-30. Chicago Gift Show, Chicago. Eastern Manufacturers & Importers Exhibit, Inc., 261 Madison Ave., New York, N.Y. 10016.
30-Aug. 3. ASID Int'l Expos. of Designer Sources, Atlanta. Ed Gips, 730 Fifth Ave., New York, N.Y. 10019.

August 1976

1-3. National Shoe Fair, New York. Reno Ravenna, 200 Madison Ave., New York, N.Y. 10016.
8-11. San Francisco Gift Show, San Francisco. Western Exhibitors, Inc., 1355 Market—Sp. 223A, San Francisco, Calif. 94103.
10-15. Midwest Mobile/Modular & Recreational Vehicle Show, South Bend, Ind. William H. Strang, 3210 Rand Rd., Indianapolis, Ind. 46241.
15-18. Seattle Gift Show, Seattle. Western Exhibitors, Inc., 1355 Market—Sp. 223A, San Francisco, Calif. 94103.
19-27. Int'l Congress of Entomology, Washington, D.C. David B. Humphrey Associates, P.O. Box 20533, St. Louis, Mo. 63139.
22-27. New York Gift Show, New York. Little Brothers Shows Inc., 261 Madison Ave., New York, N.Y. 10016.
24-26. Int'l Assn. for the Scientific Study of Mental Deficiency Congress, Washington, D.C. John E. Loth, American Assn. on Mental Deficiency, 5201 Connecticut Ave., NW., Washington, D.C. 20015.
24-29. American Numismatic Assn. Conv., New York. Arthur M. Fitts, III, P.O. Box 2366, Colorado Springs, Colo. 80901.

September 1976

8-17. Int'l Machine Tool Show, Chicago. National Machine Tool Builders Inc., 7901 Westpark Dr., McLean, Va. 22101. FBP.
12-15. Nat'l Merchandise Show, New York. Jay Thalheim, 98 Cutter Mill Rd., Great Neck, N.Y. 11021.
12-16. Boston Gift Show, Boston, Little Brothers Shows Inc., 261 Madison Ave., New York, N.Y. 10016.
13-15. OCEANS 76, Marine Technology Show, Washington, D.C. Elizabeth Wallace, Suite 412, 1730 M St. NW., Washington, D.C. 20036.
13-16. SAE Off Highway Vehicle Meeting & Exbn., Milwaukee, Wis. Society of Automotive Engineers, 400 Commonwealth Dr., Warrendale, Pa. 15096.
14-16. Electro-Optics/Laser '76 Conf. and Expos., New York. Industrial & Scientific Conf. Mgmt. Inc., 222 W. Adams St., Chicago, Ill. 60606.
14-16. Nat'l Business Aircraft Assn. Meeting & Conv., Denver. 425 13th St., NW., Suite 401, Washington, D.C. 20004.
14-16. Western Material Handling & Packaging Show, Anaheim, Calif. A. Byron Perkins, 3951 E. Huntington Dr., Suite 104, Pasadena, Calif. 91107.
14-17. Int'l Fact Finding Conf. & Exhibit, Kansas City, Mo. Don C. Beaver, Poultry & Egg Institute of America, 521 E. 63rd St., Kansas City, Mo. 64110.
15-17. Bobbin Show/AAMA Conv., Atlanta, Bobbin Publications, Inc., P.O. Box 527, Columbia, S.C. 29202.
15-26. Eastern States Expos., W. Springfield, Mass. 1305 Memorial Ave., W. Springfield, Mass. 01089.
17-19. Int'l Footwear Manufacturing Conf. & Expos., St. Louis. American Footwear In-

dustries Assn., 1611 N. Kent St., Arlington, Va. 22209.

17-23. Int'l Assn. of Fire Chiefs Conf., San Antonio, Tex. Donald D. Flinn, Suite 1112, 1725 K St. NW., Washington, D.C. 20006.

18-21. Int'l Sporting Goods Expos., New York. Arthur W. Goettler, 705 Merchandise Mart, Chicago, Ill. 60654.

18-22. Int'l Woodworking Machinery & Furniture Supply Fair, Louisville, Ky. Marvin C. Park, 600 Talcott Rd., Park Ridge, Ill. 60068.

18-22. Nat'l Tire Dealers & Retreaders Assn. Conv. & Trade Show, Houston. W. C. Miller, 1343 L St. NW., Washington, D.C. 20005.

19-23. Nat'l Assn. of Retail Druggists Drug Show & Conv., San Francisco. W. B. Simmons, Suite 2230, One E. Wacker Dr., Chicago, Ill. 60601.

24-Oct. 3. Oklahoma State Fair, Oklahoma City. O. O. "Sandy" Saunders, 500 N. Land Rush St., Oklahoma City, Okla. 73107.

27-Oct. 1. American Society of Civil Engineers Convention & Exposition, Philadelphia, Pa. Fred Favata, ASCE, 345 E. 47th St., New York, N.Y. 10017.

27-Oct. 1. IEEE/T&D '76 (Underground Transmission & Distribution Expos.), Atlantic City, N.J. Robert T. Kenworthy, Inc., 866 UN Plaza, New York, N.Y. 10017.

28-30. NEPCON CENTRAL, Rosemont, Ill. Philip Ullo, 222 W. Adams, Chicago, Ill. 60606.

28-Oct. 3. Texas National Sports, Camping & Vacation Show, Houston. P.O. Box 42163, Houston, Tex. 77042.

29-Oct. 3. World Dairy Expos., Madison, Wis. B. D. Craig, 1707 S. Park St., Madison, Wis. 53713.

October 1976

3-7. Society of Petroleum Engineers Fall Meeting, New Orleans. Douglas L. Ducate, 6200 N. Central Expressway, Dallas, Tex. 75206.

4-6. Wire Assn. Expos., Chicago. C. H. Eltwanger, 209 Montowese St., Branford, Conn. 06405.

8-11. U.S. Sailboat Show, Annapolis, Md. P.O. Box 1631, Annapolis, Md. 21404.

10-14. Food & Dairy Expos. '76, Atlantic City, N.J. 5530 Wisconsin Ave., Washington, D.C. 20015. FBP.

10-14. Truck Body & Equipment Assn. Conv. & Expos., Louisville, Ky. Suite 1220, 5530 Wisconsin Ave., Washington, D.C. 20015.

11-13. National Electrical Expos., Dallas. 7315 Wisconsin Ave., Washington, D.C. 20015.

13-15. SEMICON/EAST '76, Uniondale, N.Y. Golden Gate Enterprises, Inc. 133 Lawrence Expwy., Suite 213, Santa Clara, Calif. 95051.

17-20. Int'l Security Conf., New York. 2639 S. La Cienega Blvd., Los Angeles, Calif. 90034.

17-21. Congress for Recreation & Parks, Boston. Sidney G. Lutzin, 1601 N. Kent St., Arlington, Va. 22209.

18-21. Assn. of Official Analytical Chemists Meeting, Washington, D.C. Box 540, Benjamin Franklin Station, Washington, D.C. 20044.

18-21. Int'l Nonwovens & Disposables Assn.—IDEA '76, Chicago. Robert T. Kenworthy, Inc., 866 United Nations Plaza New York, N.Y. 10017.

19-21. American Assn. of Textile Chemists & Colorists, Atlanta. W. R. C. Smith Publishing Co., 1760 Peachtree Rd., NW., Atlanta, Ga. 30309.

19-22. Screen Print '76, New Orleans. John M. Crawford, 307-F Maple Ave. W., Vienna, Va. 22180.

19-24. State Fair of Texas, Dallas. Tom H. Beene, P.O. Box 26010, Dallas, Tex. 75226.

21-29. American Textile Machinery Exbn.—Int'l, Greenville, S.C. P.O. Box 5823, Greenville, S.C. 29607. FBP.

23-25. Environmental, Sanitation & Maintenance Expos., Boston. Harold C. Rowe, 1701 Drew St., Clearwater, Fla. 33515.

24-27. National Outerwear & Sportswear Assn. Show, New York. Irene Rose, 1 Pennsylvania Plaza, New York, N.Y. 10001.

24-29. Society of Motion Picture & Television Engineers Conf. & Equipment Exhibit, New York. J. B. Friedman, 862 Scarsdale Ave., Scarsdale, N.Y. 10583.

25-29. National Packaging Week '76, "Intl. Packaging & Assembly," Chicago. Packaging Machinery Mfgrs. Institute, 2000 K St., NW., Washington, D.C. 20006. FBP.

26-28. Hydraulics & Pneumatics Show & Nat'l Conf. on Fluid Power, Cleveland. Howard A. Freed, 614 Superior Ave. W., Cleveland, Ohio 44113.

26-28. POPAI Exhibit & Merchandising Awards Contest, New York. Point-of-Purchase Advertising Institute, 60 E. 42nd St., New York, N.Y. 10017.

26-28. Power Transmission Design Show & Nat'l Conf. on Power Transmission, Cleveland. Howard A. Freed, 614 Superior Ave. W., Cleveland, Ohio 44113.

26-29. Int'l Film & TV Festival of New York, New York. 251 W. 57 St., New York, N. Y. 10019.

27-30. Fish Expos., Boston, 21 Elm St., Camden, Me. 04843.

28-31. Crutcher Antiques Show, Indianapolis. R. 1, 7370 Old National Trail, E. New Carlisle, Ohio 45344.

29-31. Business Systems/Product Show, New York. Jos. Doblmeier, Convention Mgmt. Assoc., P.O. Box 32, Carle Place, N.Y. 11514.

November 1976

7-10. Farm Equipment Manufacturers Assn. Fall Conv., Chicago. Robert K. Schnell, 230 So. Bemiston, St. Louis, Mo. 63105.

8-10. Int'l Soft Drink Industry Expos., Chicago. Clapp & Poliak, Inc. 245 Park Ave., New York, N.Y. 10017.

8-11. INFO '76, Expos. & Conf. on Information Systems for Mgmt., Chicago. Clapp & Poliak, Inc. 245 Park Ave., New York, N.Y. 10017.

8-11. Int'l Hotel/Motel & Restaurant Show, New York. 141 W. 51st St., New York, N.Y. 10019.

11-14. Nat'l Swimming Pool Expos., Chicago. 2000 K St., NW., Washington, D.C. 20006.

15-19. Federation of Analytical Chemistry and Spectroscopy Societies, Philadelphia. E. Ruffing, 125 E. Westview Road, Upper Montclair, N.J. 07043.

18-21. National Building Show & Conf., Chicago. Charles Snitow Orgn., Inc., 331 Madison Ave., New York, N.Y. 10017.

19-21. Nat'l Decorating Products Show, Kansas City, Mo. Robert E. Petit, 9334 Dielman Industrial Dr., St. Louis, Mo. 63132.

29-Dec. 1. National Telecommunications Conference, Dallas. John Tilley, P.O. Box 10645, Dallas, Tex. 75240.

December 1976

2-5. Crutcher Antiques Show, Indianapolis. R. L., 7370 Old Nat'l Trail, E. New Carlisle, Ohio 45344.

5-9. NAAA Int'l Conf., Las Vegas, Nev. Bert Brower, Nat'l Agricultural Aviation Assn. Suite 459, Nat'l Press Bldg., Washington, D.C. 20045.

6-10. NPE '76—National Plastics Expos., Chicago. Robert T. Kenworthy, Inc., 866 United Nations Plaza, New York, N.Y. 10017. FBP

26-29. Modern Language Assn. of America Conv., New York. Nancy Bennett, 62 Fifth Ave., New York, N.Y. 10011.

January 1977

11-13. Int'l Pipeline Technology Conv.—INTERPIPE, Houston. 6006 Bellaire Blvd., Suite 109, Houston, Tex. 77036.

11-16. Los Angeles Home Furnishings Mart, Los Angeles. Milton J. Sedlacek. 1933 South Broadway, Los Angeles, Calif. 90007.

14-16. Farm Stores of America, Las Vegas, Nev. Paul Anderson, Box 1092, Minneapolis, Minn. 55440.

16-19. Concrete Industries Expos. (CIE), Kansas City, Mo. Martin C. Dwyer, Inc., 400 N. Michigan Ave., Chicago, Ill. 60611.

16-20. Int'l Housewares Marketplace, Rosemont, Ill. Martin C. Dwyer, Inc., 400 N. Michigan Ave., Chicago, Ill. 60611.

23-27. Nat'l Assn. of Home Builders Conv. & Educational Expos., Dallas. 15 & M Sts., NW., Washington, D.C. 20007.

23-28. Home Furnishings Market Week, San Francisco. Leonard S. Rogers, 1355 Market St., San Francisco, Calif. 94103.

29-Feb. 2. Nat'l Automobile Dealers Assn. Equipment Expos., New Orleans. L. J. Smith, 1640 W. Park Dr., McLean, Va. 22101.

30-Feb. 2. Hobby Industry Trade Show, Houston. 200 Fifth Ave., Suite 1101, New York, N.Y. 10010.

February 1977

3-6. Nat'l Sporting Goods Assn. Conv. & Show, Chicago. 717 N. Michigan Ave., Chicago, Ill. 60611.

5-13. Int'l Boat Show, Boston, Mass. 1330 Boylston St., Chestnut Hill, Mass. 02167.

6-9. Nat'l Roofing Contractors Assn. Exhibit, Atlanta. 1515 N. Harlem, Oak Park, Ill. 60302.

6-12. International Turfgrass Conf. & Show, Portland, Ore. 1617 St. Andrews Dr., Lawrence, Kan. 66044.

14-17. Int'l Air-Conditioning, Heating, Refrigerating Expos., Chicago. Int'l Expos. Co., 200 Park Ave., New York, N.Y. 10017.

16-19. National Farm Machinery Show, Louisville, Ky. Les Carlisle, P.O. Box 2117, Louisville, Ky. 40221.

18-21. Western States Meat Packers Assn. Conv., San Francisco. 88 First St., San Francisco, Calif. 94105.

27-Mar. 2—Western Farm Show, Kansas City, Mo. J. Keith Melvin, 638 W. 39th St., Kansas City, Mo. 64111.

March 1977

1-3. NEPCON West & Int'l Microelectronics Exhibit, Anaheim, Calif. Philip Ullo, 222 W. Adams St., Chicago, Ill. 60606.

13-16. Nat'l Home Center/Home Improvement Congress & Expos., New Orleans. Marvin C. Park, 600 Talcott Rd., Park Ridge, Ill. 60068.

14-18. WESTEC '77 (Western Metal & Tool Expos. & Conf., Los Angeles. Society of Mfng. Engineers, 20501 Ford Rd., Dearborn, Mich. 48128.

27-31. Int'l Gas Turbine Conference, Philadelphia. J. W. Sawyer, 4519 18th St. N, Arlington, Va. 22207.

28-31. Railway Engineering - Maintenance Suppliers Assn.—REMSA '77, Chicago. L. D. McGuan, 33 S. Michigan Ave., Chicago, Ill. 60604.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about licensing and joint venture proposals, opportunities to sell to foreign enterprises and appoint agents, and details on major construction and expansion projects.

Licensing, Investment Abroad

SPAIN—Spanish firm seeks U.S. partner to establish **industrial joint venture** with value in range of $50 million. Each partner would contribute $20 million, with the rest to come from a local bank. U.S. partner would supply technology and production management, while Spanish company would be responsible for marketing, administration and government relations. Firm which had been one of major gas distribution companies in Barcelona region, sold its assets recently and seeks to re-invest its capital. Enrique Roig, Gas Natural, S.A., Barcelona. P-75848.

2062, 2063—MOROCCO—U.S. joint venture partner is sought to establish 50 000 ton a year **integrated sugar mill and refinery** using sugar beet or sugar cane. Firm currently operates a plant producing sugar in loaves with capacity of 60,000 tons annually. Company employs 800 persons, is capitalized at $1.8 million. Additional information from Overseas Products & Investments Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. WTDR. P-75855. OPIC.

2500 UNITED KINGDOM—Manufacturer, importer and distributor of **furniture and display units** seeks joint venture arrangement with small- to medium-sized U.S. company whose products could be sold along side those of British firm. Company exports to European markets. Employees number 400, including 10 salespersons. Firm is holding company for seven member companies and a Dutch firm. David W. Olney, Chairman, Benfield & Loxley Ltd., Jado House, Peterley Road, Oxford OX4 2SS, England. P-75854.

2834—HONDURAS—Seeks licenses to manufacture **pharmaceuticals.** Firm currently produces pharmaceuticals in modern plant and wishes to expand operations. Dr. Fernando Aguero Neda, Manager, Sterling Products International, S.A., Carretera A Suyapa, Tegucigalpa. P-75836. OPIC.

2899, 3356—TURKEY — Manufacturer of tin/lead solder interested in licensing arrangement to produce **aluminum solder** (wire, rod or strip) and **fluxes of brazing alloys.** Company presently produces about 85 tons of tin/lead solder per year in wire form; plans to use its existing plant, which can accommodate additional equipment to be required. Raw materials for manufacture of flux to be acquired from licensor. Production capacity not yet determined. Veli Ertekin, Feray Alasim Sanayi Ve Ticaret Ltd., STI., Topkapi, Maltepe. Gumussuyu Caddesi Gumus Han No. 22/23, Istanbul. P-75846. OPIC.

3069—BRAZIL — Manufacturer of **rubber products** seeks U.S. investment for about $1 million to expand its production capacity and sales within Brazil and develop export potential. It offers 50 percent equity participation and equal management control. Present customers include major companies in Brazil. Firm founded in 1933. Its plant is in industrial area of Rio de Janeiro. Write: Dr. Oswaldo Balthazar Portella, Empresa Nacional de Artefatos de Borracha Ltda., Rua Buenos Aires, 70-5° andar, 20 000 Rio de Janeiro, RJ. WTDR. P-75835. OPIC.

3079, 3499—NEW ZEALAND — Seeks to license product engineering and design know-how to produce **table lights, wall lights and lamp standards made from aluminum, steel tube, extruded plastics or by injection molding.** Firm has modern plant with facilities for metal pressing and plastic molding and extrusion and has multi million dollar sales volume. J. L. Palmer, Group Marketing Manager, Rex Consolidated Ltd., Private Bag Otahuhu, Auckland. P-75857.

3241—ECUADOR—Group of Ecuadorean businessmen is interested in finding U.S. company to assist in locating new **cement plant** in Ecuador. Project will cost $20 million. U.S. firm will be expected to obtain financing for total cost, provide technology, machinery and equipment, and become partner in venture under terms to be negotiated. Businessmen wish to establish plant near existing limestone deposit of Tagualo, east of Latacunga. Promoters claim that the deposit, easily accessible, is of high quality with only small percentage of impurity, mostly magnesium. Contact: Sr. Logan Silvio Herdoiza, Quiteno Libre 309-311 (Bellavista), Quito. Telephone, 248-380; cable, COPATINO. P-75849.

3400—NEW ZEALAND—Leading manufacturer and wholesaler of wide range of **plumbers hardware and manufacturer of metal roll-formed roofing sections** seeks licensing arrangements to manufacture allied products. K. H. Baker, Sales Manager, Plumbers Ltd., Lower Hutt. P-75840.

3423—AUSTRALIA — Manufacturer and distributor of products connected with building industry seeks licensing or joint venture arrangements with manufacturers of **building construction equipment, aids to house building and products used by home building handyman.** Noel G. Smith, Acrow Pty. Ltd., 195 John St., Lidcombe, NSW 2141. P-75845.

3442—UNITED KINGDOM — Manufacturer of anodized aluminum windows, aluminum sliding patio and residential doors, aluminum sliding double glazing, marine windows, room divider units, patterned partitions and shop fronts and fittings, wishes to contact U.S. company interested in having its **aluminum window and door products** manufactured and marketed in U.K. This company is also interested in reverse licensing arrangement whereby its own aluminum window and door products would be fabricated in U.S. Established 1969, has 20 employees and 2 salesmen; is currently supplying building fabricating companies, exporting to Europe and the Arabian Gulf area, and acts as thermal and sound insulation specialist. J. C. Britton, Sales Director, Guardian Window Co., Ltd., 1-2 Old Medow Road, Hardwick Industrial Estate, King's Lynn, Norfolk, England. P-75859.

3494—UNITED KINGDOM—Manufacturer of non-ferrous pipe couplings is seeking licenses for its U.K. production of high quality **non-ferrous valves or couplings** such as JIC/NPT threaded couplings for use under high pressure. British firm was established in 1926, employs 200. Peter T. Barnett, Managing Director, James H. Lamont & Co., Ltd., Corstorphine, Edinburgh EH12 8TN, Scotland. P-75839.

3500—SWITZERLAND—Highly specialized manufacturer of chemical production machinery, food industry equipment and conventional items for nuclear power plants, mainly from stainless steel, seeks to extend its present activity by acquisition of licenses and know-how from U.S. manufacturers interested in developing European market.

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specified types of business relationships with the State of Israel. The Commerce Department will not disseminate or make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that pursuant to Section 3(5) of the Export Administration Act of 1969, as amended, it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such receipt to the Department of Commerce in accordance with Section 369.2 of the above-cited regulations.

Interested in items for which it can use its experience in **stainless steel metal work** such as stainless steel production machinery, auxiliary equipment, accessories and parts for chemicals, food, beverage, pharmaceuticals and cosmetics industries; machinery and equipment for conventional and nuclear power plants; advanced water treatment equipment. Dr. H. V. Walser, Romabau AG, 8570 Weinfelden. P-75861.

3531—GERMANY—Seeks licenses to manufacture **size reduction machinery such as hammer-impact mills, roller crushers, drums, vibrators and tube mills.** Also interested in production of **laboratory machines including briquetting presses, disk mills, sample splitters and test grading machines.** Above equipment would be used in sand, gravel, rock, ore, coal and other mineral processing plants. German company makes and markets large screening machines and centrifuges; employs 300. Robert Steinhaus, Siebtechnik GmbH, 433 Muelheim/Ruhr, Platanenalle 46, P.O. Box 011380. P-75843.

3532—CANADA—Substantial and diversified company seeks to expand present production into resource industry field. Is particularly interested in licenses or similar arrangements to distribute and/or manufacture **mining and process equipment.** Would also be interested in projects requiring **research and development in resources.** Firm has 21 divisions and subsidiaries. Major activities include manufacture of components for automotive, electronics and aircraft industries and metal and steel fabrications. Through its research division, has recently completed pilot plant for extraction of bitumen from Athabasca Tar Sands. Company employs 1,000 and expects 1975 sales of $40 million. Donald Wm. McKinlay, Mining Engineer Magna International Inc., 355 Wildcat Road, Downsview, Ontario M3J 2S3. Telephone: 416-661-1485. Details available from Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-75831.

3559—FRANCE—Seeks license to produce mechanical handling equipment for **mining, steel, chemical and food processing industries;** and **industrialized building components.** Would market in EEC countries. Firm presently manufactures custom made steel plate and structural steel equipment for iron, coal and potash mines, steel mills and chemical industries in Eastern France, Luxembourg and German Saarland. Also installs air purification equipment. Has modern production facilities, annual sales of $2 million, employs 102. Firm's chief executive has worked in U.S. Jean Dotlic, Societe Lorraine de Constructions Industrielles et Industrialisees, F 57110 Koenigsmacker. P-75852.

3567—NEW ZEALAND—Well established firm interested in licensing arrangement to manufacture **industrial ovens.** Company has engineering qualifications and manufacturing facilities to handle range of industrial engineered products. Information available from Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-75841.

3569, 3535—UNITED KINGDOM—Manufacturer of iron and steel castings and steel fabricating machinery, seeks licenses for U.K. manufacture of **presses, scrap balers and heavy duty steelwork conveyors.** Company utilizes electric arc process in melting metal; steel, grey and G.C. iron castings are produced to variety of specifications. Two machine shops and two fabricating shops are operated and fabrications of up to 30 long tons can be assembled. E. J. Upward, Assistant to Managing Director, Glanmorfa Ltd., Llanelli, Dyfed SA15 2LU, England. P-75860.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230, or from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

3576 — GERMANY — Leading European scale manufacturer seeks joint venture to produce **electronically controlled special industrial scales and bagging and weighing equipment for bulk goods.** German firm is prepared to contribute its know-how and, depending on negotiations, capital. It makes automatic scales for weighing bulk cargo and exports large portion of production. Employs 225. Walter Luepke, Librawerk Pelz & Nagel K.G., 33 Braunschweig, Vossenkamp 1. P-75851.

3589—JAPAN—Seeks advanced **technology for filtering sewage sludge without using chemicals.** Firm is a leading Japanese manufacturer of industrial furnaces and produces industrial machinery, burners and pollution control equipment. Company employs 900, has branch offices in Tokyo and other cities. Presently has licensing agreements with several American companies. Keitzo Kinoshita, Deputy Manager, Research and Development Department, Chugai Ro Kogyo Kaisha, Ltd., 3-30, Kyomachibori, Nishi-ku, Osaka 550. P-75801.

3600—GERMANY—Seeks licenses to manufacture **electronic equipment** (both civil and military) **and process control instrumentation.** Firm engages in ship, engine, container and electronic equipment repairs; also builds smaller craft. Company employs 574, has excellent business reputation. Heinrich Schaare, Motorenwerk Bremerhaven GmbH, Barkhausenstrasse, P.O. Box 2224, 285 Bremerhaven. Telephone, 0471/42051; telex, 0238888; cable, MOTOREN Bremerhaven. P-75787.

3600—UNITED KINGDOM—Special products division of large firm has all resources available for design and production of **complete systems.** Presently manufactures radar, control equipment for torpedoes and missiles, sonar equipment, steering trainers and aiming systems. Is interested in licenses, similar arrangements to make any equipment allied to its production facilities. These include well equipped machine shops, painting and plating, iron and aluminum foundries, clean rooms and assembly capability. Parent company employs over 4,000. Designs and manufactures electric motors, generators and control gear. J. B. Wormall, Managing Director, Laurence Scott Ltd., Gothic Works, Norwich, Norfolk, England. P-75832.

3612—SWITZERLAND — Well established manufacturer of industrial process control systems and power distribution devices seeks license. Interested in production of **electric load control equipment, controlled by microprocessors** and **electric and electronic industrial safety devices for use within production machinery and plants.** Includes overload and magnetic control relays, semi-conductor battery chargers, power convertors, voltage regulating units and controls for speed drives and motor starters. Firm is member of financially strong industry group, employs 300. Markets in Switzerland and adjacent countries. Erik W. Aslaksen, Gutor AG, Tagerhardstrasse 90, P.O. Box 5430, Wettingen. P-75847.

3621—AUSTRALIA — Company manufacturing range of cartridge type assembled helical spur **gear motors** up to 80 hp. and worm boxes, motorized or free shaft up to 4 hp. and designed to British Standard 436 is offering these products for license manufacture outside Australia and New Zealand. Company will also consider suitable products for manufacture in Australia under license or by joint venture association. Peter Harding, New South Wales Centre, Suite 6259, Five World Trade Center, New York, N.Y. 10048. Reference: D74/1095.

3623—AUSTRALIA—Manufacturer of electric welding equipment is seeking to extend its range by including additional lines in **M.I.G. welding plant, resistance welding equipment and new products allied to resistance welding.** Company would prefer to manufacture under license; however, it would be prepared to consider joint venture arrangement. Peter Harding, New South Wales Centre, Suite 6259, Five World Trade Center, New York, N.Y. 10048. Reference: D74/147.

3660—MEXICO — Seeks joint venture or agency agreement to manufacture and/or market **electronic communications equipment.** Firm presently produces electronic products, including digital watches, scoreboards and panel boards. Markets in Mexico, Central and South America. Employs 20. Sr. Jorge Mariscal, Gerente General, Logic Engineering de Mexico, S.A., Tochtli 320, Mexico 16. D.F. Telephone: 905-561-4640 or 561-468. P-75837.

3714, 3743, 3423—AUSTRALIA—Group of companies spread throughout Australia seeks licensing arrangements in **automotive field** and extension of its activities to **railroad permanent way equipment** and **agricultural ground tools.** Group presently manufactures components mainly for automotive industry. Has well equipped production facilities and product design and quality control division backed by metallurgical and material testing laboratory. Company employs over 1,000 and has annual sales of $20 million. National Springs Pty. Ltd., P.O. Box 41, Beaconsfield, NSW, 2018. P-75838.

3823—SOUTH AFRICA — Seeks licensing agreement for manufacture of **digital temperature controllers and indicators accepting thermocouple or resistance bulb input.** Presently produces thermocouples and resistance bulbs. Estimated sales could be $60,000 in first year and $120,000 in second year. D.

P. Springett, Managing Director, Featherspin S.A. (Pty) Ltd., P.O. Box 56353, Pinegowrie 2123, TVL. Telephone: 011/8366576. P-75842.

3824 — AUSTRALIA — Manufacturer of **pressure and temperature gages** wishes to extend its present range by licensing agreements for suitable new products. Company calibrates and repairs gages and has maintenance contracts with several large Australian companies. Peter Harding, New South Wales Centre, Suite 6259, Five World Trade Center, New York, N.Y. 10048. Reference: D73/425.

3825—INDIA—Seeks joint venture to produce **digital panel meters, electronic instruments.** Needs technical know-how. Presently manufactures industrial heating elements, employs 25. S. P. Parekh, 50 Davidson Road, Piscataway, N.J. 08854. Navbharat Eelectric Industries, Abbas Chamber, 1st Fl., Hospital Lane, Bombay 400020. P-75833. OPIC.

3873—UNITED KINGDOM—Firm anxious to obtain quantities of **LED and LCD watch modules** for which it would make cases and bracelets. Established in 1950; manufactures watch cases and bracelets in metal, gold and silver. Company is said to have excellent sales force and presently exports to Common Market and EFTA countries. David Lee, Leroy & Son Ltd., 122 Behune Road, London N16 5DU, England. P-75834.

3914—UNITED KINGDOM—Leading British manufacturer of **stainless steel flatware, holloware, pewter products and giftware** is interested in manufacturing similar products under license in U.K. and possibly entering into joint venture providing products are strictly within company's present market sector. Has branches in London, Manchester, Paris, Hong Kong and Melbourne. Established 1904, employs 770 with sales force of 30. J. D. Anderson, General Manager—Sales & Marketing, Viners Ltd., P.O. Box 13, Broomhall St., Sheffield S3 7SN, England. P-75858.

3949—GERMANY—Seeks licensing arrangement with U.S. manufacturer for production of top quality **water skis.** German firm presently manufactures water skis, snow skis for children and young people, ice hockey sticks, ski bobs, paddles and pedal-driven "Mississippi Paddle Wheel" rubber boats. Company owns modernly equipped factory buildings erected on 8 000 sq. meters with private railroad siding. If desired by U.S. partner, shares of stock can be exchanged. F. Pilz, Fritz Pilz Sportgeraetefabrik, 5778 Meschede, Postfach 1560. WTDR. P-75850.

3999—GERMANY—Manufacturer and distributor of industrial hoses, fire hoses and industrial armatures, wishes to expand its production program. Seeks licensing arrangement for manufacture of **fire extinguishing equipment** new to German and European markets. Established 1765, employs 150. Franz A. Parsch, Schlauweberei u. Armaturenfabrik, Postfach 325, 4530 Ibbenbueren/Westf. P-75820.

4453—NIGERIA—Nigerian Government invites joint venture partners to establish lighterage operations at Nigerian ports. Applicants will be required to invest in new company and provide it with technical expertise necessary for running of lighterage operations, as well as training of Nigerians at all levels so that management of enterprise can become indigenized within three years of operation. Equity participation required as evidence of good faith and is intended to ensure partner's best efforts. However, capital contribution is negotiable. Nigerian Port Authority (NPA) has purchased pusher tugs and 75-80 lighters in an effort to decongest Lagos Port and enlarge cargo capacity. NPA is not a lighter operator and lacks capability to operate lighter fleet. NPA official stated that lighters would operate primarily off Lagos Port to small ports 20 miles from Lagos for transportation directly inland. NPA also considering operating longer distances along coast and on inland waterways and seeks self-propelled lighters for this purpose. Interested firms are requested to submit only following information by Dec. 31: location of present base operation; size of type of equipment owned, for example, barges, tugs; number of senior technicians in firm's employment; experience in lighter operation and financial references. All applications should be marked "Lighterage Operations" and addressed to Permanent Secretary, Federal Ministry of Transport, Joseph Street, P.M.B. 12577, Lagos. P-75862. OPIC.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under a licensing agreement or in partnership, write the Domestic Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2248), referring to the appropriate file number.

GERMANY—Line of **decorative, functional ceilings** is offered by manufacturer of acoustic, air-conditioning, suspended, demountable and other ceiling systems. These ceilings, made from synthetic resins and natural woods, will support lighting and display fixtures. Joint venture arrangement also will be considered. File 2870

GERMANY — Manufacturer of **screening machines and centrifuges** for sand, gravel, rock, ore, coal, and other mineral processing plants seeks U.S. licensees for this equipment. Screening machines, renowned for their enormous size, run from 2.5 to 11 meters in length and 4.5 to 6.5 meters in width. File 2871

GERMANY—Producer of **baby food, process foods, vegetable and fruit juices and pre-packed diet foods** is interested in finding U.S. joint venture partner for production and distribution of its products in U.S. File 2876

GERMANY — A leading manufacturer of medium-priced water skis is seeking cross-licensing arrangement with U.S. firms producing top quality **water skis.** German firm's line also includes snow skis for children and young people, ice hockey sticks, ski bobs, paddles, and pedal-driven rubber boats. File 2877

GERMANY — Manufacturer of **dosing pumps, magnetic dosing pumps for chloride water and chemicals, and regulating and controlling devices** has expressed interest in joint venture with U.S. firm in this line. German company is also engaged in waste water treatment. File 2878

GERMANY—Manufacturer of passive electronic modules and adjusting/control valves used in central heating and plumbing fixtures wishes to set up cross-licensing arrangements. U.S. partners should be manufacturers of all types of **valves and/or other heating and plumbing fixtures,** except for boilers and radiators. File 2879

GERMANY—Producer of **industrial chemicals, non-inflammable protective agents for lumber and steel, paints, and building supplies** seeks U.S. cross-licensing partners. File 2880

SWITZERLAND—New **wire stripping and twisting tool** is offered by firm specializing in production and distribution of electronic components and accessories. File 2881

SWITZERLAND — Company wishes to license its **high-precision, linear-measuring instrument** for application with metalworking machinery, especially lathes and similar machine tools. Device includes programming unit, which can be set according to required measurements, and digital indicator with combined metric and U.S. scales. File 2882

Industrial Free Zone Planned For Monrovia

An industrial free zone with 71 plots of one acre each has been proposed for the Free Port of Monrovia. A law establishing the Industrial Free Zone Authority has been promulgated and the Government of Liberia is actively seeking foreign financing for the $32 million zone.

Types of factories thought to be best suited for the area are those producing pharmaceuticals, agricultural machinery, pumps and valves, office machinery, photographic and other scientific equipment, electrical equipment, motor vehicle assembly and aircraft equipment assembly. U.S. firms doing business in West Africa are encouraged to give consideration to basing their future manufacturing facilities in the zone which is scheduled to become operational by mid-1978.

Interested firms may contact William E. Dennis, Minister of Commerce, Industry and Transportation, Monrovia, Liberia. P-75830.

Brazil's Pesticides Program Allows Investors Incentives

The President of Brazil on Aug. 20 approved the National Agricultural Pesticides Program which aims to make Brazil progressively self-sufficient in production of pesticides. Brazil's imports of pesticides have increased from 12,100 tons in 1964 to 79,600 tons in 1974. Domestic production accounted for only 22 percent of consumption in 1974 and the country's goal is to raise this proportion to more than 50 percent by 1980. As a priority investment sector designated by the Brazilian Government, investors are eligible for a number of incentives. These include duty free imports of equipment not obtainable locally and accelerated depreciation of locally manufactured equipment. If local equity is invested in the project, the Brazilian Government may extend financing for local purchases, and to some extent for working capital.

Ontario Invites Exhibitors Of Products For Licensing

Ontario's Ministry of Industry and Tourism is sponsoring a "manufacturing opportunities show" in Toronto, May 4-6. Companies with products or presses available for licensing in Canada are invited to display them to the 8,000 Ontario business executives who are expected to visit the show. Additional information may be obtained from R. W. Edmunds, Ministry of Industry and Tourism, Hearst Block, Queen's Park, 900 Bay St., Toronto, Ontario M7A 1S8, Canada; phone, 416-965-5491.

Future Construction Abroad

ALGERIA—Government is seeking tenders to bid on construction of **desalination unit** of brackish water to be integrated with pulp and paper complex at Mostaganem. Proposed capacity of 14 million cubic meters per year of water with maximum TDS content of 200 PPM. Single copy of tender in English and blueprints available at approximately $25 from: Monsieur Le Directeur General, Sonic, 15, Rue Hamani, Algiers. Offers should be sent by registered mail and must include six copies in French and three in English. Information is to include cash payment, long-term credit, other methods of financing, training of personnel, guarantee. technical assistance, spare parts, and description of past experience in design and construction of similar projects. Offer to remain valid 6 months past bid deadline. Postmark acceptable for meeting deadline. Correspondence required in French and all specifications metric.

IRAN—Ministry of Energy intends to award construction contracts for **four dams** by March. Dams will be located as follows: Nadershah Dam in Khuzestan; Torogh Dam and Kardeh Dam in Khorasan; and Taleghan Dam in Tehran. Funds (approximately $500 million) expected to be in next year's budget. Harza Engineering Co. of Chicago, Ill., has engineering contract. Interested American contractors must be registered with Plan and Budget Organization, Kushk Ave., Tehran, to pre-qualify. Firms should also communicate with Eng. Azizollah Kahkashan, Undersecretary for Water Division, Ministry of Energy, Parke Shah Avenue, Tehran.

KUWAIT—Ministry of Electricity and Water is seeking firms to bid on supply and erection of **3 water distillation units** for second phase of Doha Water and Power project. The three units (A1, A2 and A3) should have capacity of 5-6 million imperial gallons per day. Tender documents can be purchased at KD 300 (one KD equals U.S. $3.50) by writing: Ministry of Electricity and Water, P.O. Box 12, Kuwait. Kuwaiti commercial law requires foreign companies to be represented by local agent when bidding on government tenders. Embassy will assist interested U.S. firms in locating appropriate local representatives. Deadline for bids Feb. 1.

MOROCCO—Ministry of Public Works is offering pre-selection of firms wishing to bid on preparation of **Highway Master Plan** for southern region of Morocco including four provinces for total area of 130,000 km². Includes 2,000 km of primary and secondary roads and 8,600 km of tertiary roads. Proposed Master Plan will establish needs for one- and two-lane roads to be constructed before 1987. Project financed by Moroccan National Investment Budget. Due to shortness of time before deadline date, firms interested should telex response to TPC DRAGO 81039M or write: Monsieur L' Ingenieur Des Ponts et Chaussees, Chef De L' Arrondissement Des Travaux, Publics et Des Communications, Rue De La Province, Agadir, Morocco. Selected firms will receive directly comp'ete specifications. Correspondence preferred in French.

GUATEMALA—Government Electric Power Co. (INDE) has begun a **project to tap geothermal resources** at Moyuta near Salvadorean border in southeastern Guatemala. INDE signed a contract with Italian engineering firm, Electro-Consult, to prepare feasibility study. INDE expects to begin drilling some exploratory wells in early 1976. Opportunities for U.S. firms include drilling of approx. 11 full-sized production wells, supplying of a 1-5 megawatt pilot power plant and supply and construction of a 30-50 megawatt powerhouse. INDE hopes to have power plant on stream by mid-1979, and estimates total cost will be $19 million. Contact for U.S. firms is: Ing. Hugo Rolando Betancourt (Project Manager Moyuta), Instituto Nacional de Electrification—INDE, 6a. Avenida 2-73, Zona 4, Guatemala City; tel: 67991-5.

BOLIVIA—Bolivian Oil Co. (YPFB) intends to do extensive **drilling** northwest of Santa Cruz in order to prove reserves in gas fields being held for future supply to Brazil through Santa Cruz-Corumba gasline (240 million CFPD). More than 10 wells expected to be drilled. Interested companies should contact Mr. Crespo in order to discuss his willingness to be their representative in Bolivia and to plan for visit of company officials to La Paz and Santa Cruz for talks with YPFB. Contact: Luis Crespo. Casilla 1174, La Paz; Telex BX-5290. OPIC insurance available.

Foreign Trade Inquiries

These trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Division, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1972 Census of Manufactures.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Building construction

• **15100—NIGERIA** — Tenders are invited by National Fruit and Vegetable Research and Demonstration Center for construction of administration and laboratory buildings at Idi-Ishin in Ibadan. Interested contractors should be currently registered in Category "D" with Federal Registration Board (projects over Naira one million). Details on tenders available from the Center, 12 Yusuff Ave., Idi-Ishin, Jericha Reservation Area, Ibadan, upon payment of Naira 100 payable to Federal Treasury Cash Office. Tenders must be completed and submitted in wax-sealed envelope and addressed to Directory, National Fruit and Vegetable Research and Demonstration Center, P.M.B. 5432, Idi-Ishin, Ibadan, before Jan. 15.

Construction

• **16100, 16200—NIGERIA** — Tenders are invited by National Fruit and Vegetable Research and Demonstration Center for construction and completion of roads and water supply at Idi-Ishin in Ibadan. Interested contractors should be currently registered in Category "D" with Federal Registration Board (projects over Naira one million). Details on tenders are obtainable from the Centre, 12 Yusuff Ave., Idi-Ishin, Jericha Reservation Area, Ibadan, upon payment of Naira 100 payable to the Federal Treasury Cash Office. Tenders must be completed and submitted in wax-sealed envelope and addressed to Director, National Fruit and Vegetable Research and Demonstration Center, P.M.B. 5432, Idi-Ishin, Ibadan, before Jan. 15.

Heavy construction

• **16200—MOROCCO**—Preselection of firms wishing to participate in bidding for construction of Nekor Dam on Nekor River, located at 30 kilometers southeast of city of Al Hoceima, on Mediterranean Sea. Dam will include a main earth-fill dike, five auxiliary dikes and other equipment such as flood works, water intake, etc. Height will be 26 meters and length on top will be 412 meters. Earthfill will total 632,000 cubic meters. Financed by Moroccan National Investment Budget. Interested firms should send request, by registered airmail, to: Ministere des Travaux Publics et des Communications, Direction de l'Hydraulique, Casier Rabat-Chellah, Rabat. Deadline is Jan. 16. Firms selected will receive complete specifications.

• **16200—PANAMA**—Panama invites firms to apply for prequalification for bidding on construction of new fishing port, including breakwaters, dredging, piers, wharfs, and support facilities, at Vacamonte on Pacific Coast near Arraijan, about 12 miles west of Panama City. Name of project is "Proyecto

Puerto Pesquero." Panama signed $24 million loan with World Bank to assist financing, which will cost estimated $34 million. Prequalification forms, instructions, requisites, and evaluation criteria may be obtained from: Ing. Arnoldo Cano A., Director General, Autoridad Portuaria, Apartado 8062, Panama 7, R.P. Prequalification deadline Jan. 19. Panama is expected in 1976 to also announce prequalification procedures for a $30 million cargo port.

Textile goods

2290XXX — CAMEROON — Textile remnants. Potential textile dealer. Wants to increase range of supplies. Reply ASAP to—Prince N. Zipke, Dir., Sointertraco, B.P. 472, Douala. Cable Intertraco; tel 42-43-39.

Paper mills

• **26210—IRAN**—Iranian Tobacco Co. inviting bids for 700 tons of yellow, blue and red paper to be supplied in bobbins and have substance of 100 grams/M + or − 5 grams; 450 tons to be yellow paper in two different bobbin widths; 200 tons to be blue and 50 tons to be red paper. Copy of tender containing detailed specifications, conditions and sample of desired paper available from Construction and Forest Products Division, Room 2113, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-3534. Bid deadline Jan. 20.

Gum, wood chemicals

• **28600—SRI LANKA**—Creosote for preservation of timber, 200,000 gallons. Specifications require that creosote shall be wholly coal tar and free of petroleum oils or non-coal—tar oils. Bid deadline Jan. 15; Chairman, State Timber Corp., No. 7, Vajira Lane, Colombo 5. Tender forms can be obtained from Supplies Officer, State Timber Corp., after payment of RS 250 $(33.34) to Chief Accountant of Corp., 3 Havelock Rd., Colombo 5. Cancelled copies of tender documents obtainable from Chemicals and Rubber Program, Materials Division, BCABP, Room 2130, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-3464. Review copy of documents will also be available at Commerce Field Office, Federal Bldg., Box 36013, 450 Golden Gate Ave., San Francisco, Calif. 94102. Tel: 415-556-5864.

Plastic products

3079611—3079621—JAPAN — Fish houses of fiber reinforced plastic, synthetic resin, rubber, etc. Small size firm estab. 1973, staff of 4, acts as importer, agent & consultant of various products & technology. Annual sales total about 400 million yen. Reply to—Mr. Takashi Yokoi, Pres., Consol Corp., Bancho Heim, No. 1, Niban-cho, Chiyoda-ku, Tokyo 102. Cable Consoltrade Tokyo; telex 2656061 Iwai J; tel 03-262-3003.

Abrasive, asbestos, nonmetallic mineral products

• **32900 — MALAYSIA** — Tenders invited from qualified, registered and international suppliers or their agents from member countries of Asian Development Bank or in Luxembourg for supply and delivery of asbestos-cement pressure pipes and joints for Pahang Tenggara (Towns 5, 8, 10, and 12) Water Supply, Pahang, Malaysia. Supply will include approximately 47,000 lin. ft. of 15-in. diameter pipes, 30 000 lin. ft. of 12-in. diameter pipe, and 17,000 lin. ft. of 10-in. diameter pipes over Sept. to Dec. 1976. Tender documents obtainable from Director-General of Public Works, Peninsular Malaysia, Public Works Department Headquarters, Jalan Tun Ismail, Kuala Lumpur, on payment of M$200 in crossed check to Director-General of Public Works. Bid deadline Feb. 4.

Steel mill products

• **33100—BANGLADESH** — Various sizes and quantities of galvanized iron wire and copper covered steel wire. Tender No. S.C.E. 1-1 PUR/75; bid deadline Jan. 15. T & T Directorate General, Sher-E-Bangla Nagar, Dacca 15. Tender documents available at above address at TK 25 (about $1.72) per set.

• **33100—IRAQ** — Supply of cold reduced electrolytic tinplate 0.25 lbs. coating. 1,400,000 sheets, plain, for making sides for 4 imperial gallon cans, size 18⅝" x 28⅜" x 30 ends for 4 imperial gallon cans, size 20 3/16" x 30⅜" x 30 B.G. Tender No. 29/75; bid deadline Jan. 17. Oil Refineries Administration, Ministry of Oil and Minerals, Baghdad. Cable—Masafi Baghdad. Tender documents available at above address.

• **33100—KENYA**—Supply of pipes and fittings for main and subsidiary bulk supply pipelines; 105 km of pressure pipeline of internal diameter of about 550 mm to 750 mm with design working pressure heads ranging between 60 and 210 meters. Tender Nos. MCS/3A, MCS/3B; MCS/3C. Director of Water Development, Ministry of Water Development, P.O. Box 30521, Nairobi. Tender documents available at above address at K.Shs. 500 ($60) per set. Deposit refunded on receipt of valid and complete tender.

Iron, steel foundries

33200—GERMANY—Bi-metallic tubes consisting of outer tube centrifugally cast with inner lining of wear proof metal. Friedrich Theysohn Mashinenfabrik, 332 Salzgitter 1, J. F. Kennedy Strasse, Hamburg. Details available at above address.

Construction, mining, materials handling machinery, equipment

• **35300—BRAZIL**—Pre-qualification tender for selection of manufacturers who will be invited to bid for supply of: 8 sets of tainter gates, 15.3 x 20.0 meter each, including trunnions, inverts and guides; 8 sets of operating hoists, including lifting cables and control panels; 8 sets of stoplog guides and sill beams; and one set of stoplogs. Tender number not specified; bid deadline Feb. 2. Contrais Electricas Sul Do Brasil S.A.—Eletrosul, Departmento De Suprimentos, Rua Da Alfandega 80—2nd Floor, 20000 Rio De Janeiro, RJ. Payment will be made with proceeds from loan currently being negotiated between Eletrosul and Inter-American Development Bank. One set of instructions for pre-qualifications (in English) available for review at U.S. Department of Commerce, BDC, Transportation and Capital Equipment Division, Room 2812, Washington, D.C. 20230, 202-967-5593.

• **35300—INDIA** — Five pneumatic rubber tired autoloaders for loading, handling and dumping of ore. Tender number COMP(N) 379/ZM/472(75); bid deadline Jan. 28. Controller of Purchase, Hindustan Zinc Ltd., 11-A New Fatehpura, Udaipur, Rajasthan. Tender documents available for DS 25 (approx. $3.25) per set at above address until Jan. 24. Interested bidders should purchase tender documents prior to submitting bids.

• **35300 — SOUTH AFRICA** — Secondary heavy medium cyclone plants, conveyors and automatic sampling plants (Area 04)—for design, manufacture, supply, inspection, testing, packing, forwarding and delivery to site. Provision of complete foundations and other civil engineering work and also off-loading at site, handling, erection laying, fixing, painting and completion of site. Engineering coordination of contract works and programming and monitoring of progress at Ellisras on Farm Enklebult, North Western Transvaal. Tender number A21; bid deadline Jan. 16. Also, froth flotation plant, feed and tailings thickeners, water distribution, slimes disposal and reagent preparation for design, manufacture, supply and delivery to site. Tender number A22; bid deadline Jan. 13. M. C. Van Heerden, Head, Capital Buying, South African Iron and Steel Industrial Corp. Ltd. (Iscor), P.O. Box 450, Pretoria 0001. Telex: 3/672 and 3/749 SA. Only tenders for complete plant and equipment as specified in enquiry will be considered. Tender documents available from above address at refundable deposit of $172. Project financed by Iscor.

Metalworking machinery

35418XX—AUSTRALIA—Metal bar peeling machine & straightening machine suitable for producing bright round bar from black bar stock. Requests full details by air mail, but would appreciate early advice by cable from interested mfrs. Dir. sale & agency. Reply to—Mr. R. L. Sheppeard, Mng. Dir., Swedish Machine Tool Imports Pty. Ltd.,

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specified types of business relationships with the State of Israel. The Commerce Department will not disseminate or make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that pursuant to Section 3(5) of the Export Administration Act of 1969, as amended, it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such receipt to the Department of Commerce in accordance with Section 369.2 of the above-cited regulations.

59 Whiting St., Artarmon, NSW 2064. Cable Swedtool Sydney; tel 4394722.

Special industry machinery

• **35500—BRAZIL**—Pre-qualification tender for selection of manufacturers to be invited to bid for supply of: 13 sets of guides and sole plates for concrete bulkhead gates; 12 sets of guides, sole plates and a dogging device for the auxiliary wheel gates; 1 set of guides, sole plates and a dogging device for the downstream by-pass wheel gate of diversion tunnel no. 1; 2 wheel gates (each 4.75 meters wide and 7.50 high) for by-pass of diversion tunnel no. 1 (1 upstream and 1 downstream); 11 sets of metal frames for concrete bulkheads (each set comprising 2 frames 5.30 meters wide and 7.90 high); 2 metal frames for concrete bulkheads (each frame 5.30 meters wide and 7.50 high); 2 hydraulic hoists and associated equipment (each with 90 ton capacity) for the diversion tunnel no 1. wheel gates; 1 tower (about 30 meters high) with operating platform for associated equipment of hydraulic hoists for diversion tunnel no. 1 wheel gates. Tender number not specified; bid deadline Jan. 23. Centrais Electricas Sul Do Brasil S.A.—Eletrosul, Departamento De Suprimentos, Rua Da Alfandega 80—2nd floor, 20000 Rio De Janeiro. Payment will be made with proceeds from loan currently being negotiated between Eletrosul and InterAmerican Development Bank. One set of pre-qualification instructions, in English, available, for review at U.S. Department of Commerce, BDC, Room 2812, Transportation and Capital Equipment Division, Washington, D.C. 20230, 202-967-5593.

General industry machinery

35699XX — NEW ZEALAND — Urgently seeks fully mobile machines capable flattening autos (w/engines & transmissions) at rate of not less than 25/hr. Autos will need to be reduced to slab of not more than 66" wide by 10" high, incl. engine & transmission. Flatteners must be fully self-contained & must comply w/NZ transport regulations. Seeks quotations either on basis commission & delivered at Auckland, or f.o.b. at designated port. In latter case, quotation should include cost of rep. from NZ Steel visiting factory where products manufactured & to attend commissioning of equipment. Prices should be firm until Feb. 27. Delivery info required, as are full specs, with quotation to enable evaluation to be made of equipment, & to ensure it meets NZ Ministry of Transport & NZ Dept. of Labor safety requirements. Firm, with associate co., are sole mfrs. of steel from scrap & from ironsand in NZ. Substantial co. with financial backing from NZ Govt., excellent contact for U.S. firms. Reply ASAP to—A. W. McCough, Traffic Mgr., New Zealand Steel Ltd., Private Bag, Auckland 1, New Zealand. Cable Steelsands, Auckland.

Communications equipment

• **36610—GUATEMALA**—Secretaria de la Division de Paneamiento y Diseno, Piso-Guatel, 7A, Avenida 12-39, Zona 1, is seeking bids for acquisition of cable and other accessories for 60.000-line expansion of telephone system. Bid deadline Jan. 23 Specifications from above address for $50.

• **36610—ETHIOPIA**—Board of Telecommunications of Ethiopia, P.O. Box 1047, Addis Ababa, has issued tender No. 22/75 for supply of 160 pieces of Latin keyboard page printers and accessories. Bid deadline Feb. 2. Financed by IDA loan. Copy of specifications available on short-term basis to firms located in U.S. from Science and Electronics Div., BDC-466, Room 1001, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-5569.

• **36620—INDIA**—Director General, Post & Telegraphs, Parliament St., New Delhi-110 001, has issued tender No. 12-129/75-MMD for supply of common channel signalling system for telecom research center. Bid deadline Feb. 3. Tender documents available from Asst. Director General (Imports), Room No. 514, at above address, for $2.74 not refundable.

• **36620—IRAN** — Telecommunications Co. of Iran (TCI), TCI-2M56 Development Program, 249 Vessal Shirazi Avenue, Tehran, has issued tender for supply, delivery, and assembly of transportable microwave system. Bid deadline Feb. 10. Copy of specifications available on loan from Science & Electronics Div., Room 1001.

Electrical machinery, equipment, supplies

• **36930 — ECUADOR** — Secretaria Del Comite De Licitaciones, Instituto Ecuatoriano De Seguridad Social, Primer Piso Avenida 10 De Agosto Y Bogota, Quito, has issued tender no. 21-75 IESS for supply of 96 cobalt therapy units. Bid deadline Jan. 14. Terms and specifications available from above address for $40, nonrefundable.

Engineering, laboratory, scientific, research instruments

• **38110—VENEZUELA** — Universidad De Los Andes, Avenida Tulio Febres Cordero, Merida, Estado Merida, has issued tender no. AE-12 and AE-13 for supply of electronic and mechanical engineering laboratory equipment. Bid deadline Feb. 1. Financed under IADB loan 355/SF.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Manufacturing industries

3999998—CANADA—Tape measures. Excl. rep. Medium-sized firm employing 14, is a distr. of industrial equipment & supplies, marketing its products in Br. Columbia, prairie provinces & N. Ontario. Annual sales volume $1,250,000. Banking source states firm fully responsible for regular business commitments. Reply ASAP to—A. F. Threlfall, Pres., Beta Industries Ltd., 32 W. 5th Ave., Vancouver, B.C. V5Y 1H5. Tel. 604-873-4894.

3999998—GREECE—Measuring tapes. Excl. agency. Operates as agent, importer & distr. of builders' hardware, hand tools, incl. pneumatic & power driven, & plumbing & heating goods. WTDR on request. Reply to—Costas S. Podikoglou, Partner, Costas S. Podikoglou & Co., 14 Amvrakias St., Athens, 202. Tel. 5127962; Cable Stapodiko.

Scrap materials

5093XXX—GREECE—Steel scrap, cast iron scrap. Excl. agency. Assuming prices competitive, client est. initial demand approx. 200,000 tons. Requests price list f.o.b. East Coast & c.i.f. Piraeus & Thessaloniki. Reply to—Anthony D. Perrakis, Electric Railway Station Bldg., P.O. Box 98, Piraeus. Tel. 4176465, 4174285; cable ADPERAK; telex 212141.

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